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# Changing The Fabric Of Storage

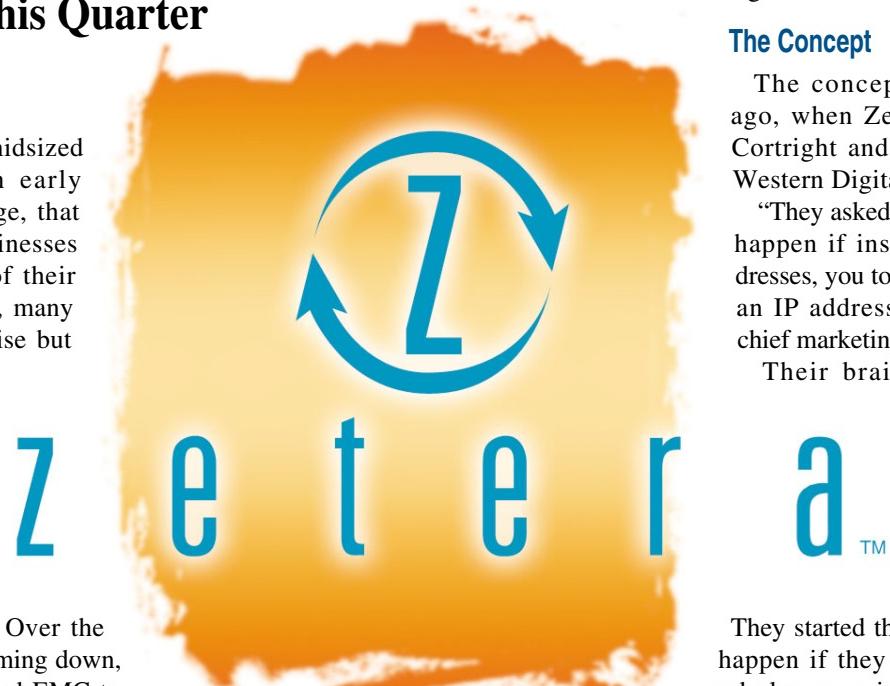
Reference Technology By Zetera  
To Hit Markets This Quarter

by Ericka Chickowski

ALTHOUGH MOST small to midsized enterprises have not been early adopters of networked storage, that doesn't mean that these businesses haven't coveted the SANs of their bigger counterparts. After all, many SMEs are small personnel-wise but have robust storage needs.

The big problem has been the justification of price.

SANs have largely been unreachable to the SME (small to midsized enterprise) marketspace because of costs that run into the tens of thousands of dollars. Over the past year, prices have been coming down, with companies such as HP and EMC trying to scale down certain storage networking products in price and scope for smaller businesses. But these bargain-bin products don't offer the same scalability or features as the more robust products on the market.



Soon, the innovators at Zetera hope to change this landscape. For the past three years, the small Irvine, Calif.-based company has been working on a technology

that its executives believe will be "a game-changer" for the storage networking world.

## The Concept

The concept began several years ago, when Zetera's founders, Chuck Cortright and Bill Frank, worked for Western Digital.

"They asked themselves, 'What would happen if instead of using MAC addresses, you took every drive and gave it an IP address,'" says Douglas Glen, chief marketing officer for Zetera.

Their brainstorming resulted in branching off on their own to form Zetera in 2002. With the help of some angel funding, they were able to continue their thought processes and research.

They started thinking about what would happen if they disaggregated the drive and also gave individual blocks of data their own IP addresses.

The result? SoIP (Storage over IP) networking and a storage networking reference design that Zetera calls Z-SAN.

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#### Companies To Watch

As part of our efforts to keep you up-to-date with some of the latest companies, products, and technologies on the market, we highlight four up-and-coming manufacturers whose products are ones you should pay attention to.

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■ **Aphel** announced the launch of its MT3 Series of Rackmount PDUs to support mission-critical servers. ■ **Chatsworth Products** released the TeraFrame Cabinet System, which is designed for data centers and server rooms. ■

**CipherOptics** announced the SG1002, which the company claims is the industry's first extensible IPsec security gateway. ■ **Kyocera Mita** and

**FMAudit** have partnered to provide accurate assessments of enterprise printing costs. ■

**Sensory Networks** launched the NodalCore IPS Accelerator. ■ **Special Operations Software** released Specops Password Policy for managing corporate password policies. ■ **StillSecure** announced StillSecure Strata Guard Free, an IDS/IPS. ■ **Tangent** announced Web Hawk for filtering Internet content and monitoring Internet usage. ■ **Tello** launched the Tello communications service, which supports multiple platforms, including phones, mobile devices, and desktop computers.

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# Searchable Storage Means Better Governance

Products Help You Meet New Regulatory Requirements

by John Brandon

NETWORK VISIBILITY is becoming increasingly important. In an age of litigation, government regulation, and business sponsors who need to search vast archives of network storage almost instantly, data centers have entirely new challenges. In the past, storage has been a critical business service, yet the typical method is to store files in an unsearchable repository. To some degree, this means

good network visibility, at least once network admins have restored the files. The prevailing opinion is that the important process is archiving the data, not making it searchable.

However, a new process involving searchable network stores has become more common. Several products, both on the market today and coming soon, will help data centers meet new regulatory and audit standards. EMC Documentum ECI Services with Google Desktop Search, EMC Centera

Seek, Kazeon Information Server IS1200, and Microsoft WinFS are all options for providing fast, searchable storage.

"For some companies, searchable storage is not a luxury but a requirement," says Lubor Ptacek, an EMC spokesperson. "There have been too many audits and litigation recently, so you need to be sure that you can search through all your information stores. Managers who decide to restore data and look through information sources one by one will find that the process is tedious and prone to errors."

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**"For some companies, searchable storage is not a luxury but a requirement."**

- EMC's Lubor Ptacek

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## Upcoming IT Events

## - FEBRUARY -

Call Center Demo &amp; Conference

February 6-8  
Austin, Texas  
[www.ccdemo.com](http://www.ccdemo.com)RSA Conference  
February 13-17  
San Jose, Calif.  
[2006.rsaconference.com/us](http://2006.rsaconference.com/us)RFID World  
February 27-March 1  
Dallas, Texas  
[www.shorecliffcommunications.com/rfid06](http://www.shorecliffcommunications.com/rfid06)Search Engine Strategies Conference & Expo  
February 27-March 2  
New York, N.Y.  
[www.jupiterevents.com/sew/winter06/index.html](http://www.jupiterevents.com/sew/winter06/index.html)

## - MARCH -

Gartner Business Intelligence Summit  
March 6-8  
Chicago, Ill.  
[www.gartner.com/2\\_events/conferences/bi4.jsp](http://www.gartner.com/2_events/conferences/bi4.jsp)VoiceCon  
March 6-9  
Orlando, Fla.  
[www.voicecon.com](http://www.voicecon.com)FOSE  
March 7-9  
Washington, D.C.  
[www.fose.com](http://www.fose.com)

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PC Forum  
March 12-14  
Carlsbad, Calif.  
[www.edventure.com/pcf06](http://www.edventure.com/pcf06)Boston SecureWorld Expo  
March 15-16  
Boston, Mass.  
[www.secureworldexpo.com/events/index.php?id=218](http://www.secureworldexpo.com/events/index.php?id=218)Compet Spring 2006 Convention & Expo  
March 19-22  
San Diego, Calif.  
[www.compet.org](http://www.compet.org)Data Center World  
March 19-23  
Atlanta, Ga.  
[www.afcom.com](http://www.afcom.com)

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Help Desk Institute Conference  
March 19-22  
Nashville, Tenn.  
[www.thinkhdi.com/hdi2006](http://www.thinkhdi.com/hdi2006)TelecomNEXT  
March 20-22  
Las Vegas, Nev.  
[www.telecom-next.com](http://www.telecom-next.com)Secure IT Conference - 2006  
March 21-24  
Anaheim, Calif.  
[www.secureitconf.com](http://www.secureitconf.com)Florida Educational Technology Conference  
March 22-24  
Orlando, Fla.  
[www.fetc.org](http://www.fetc.org)Gartner Business Process Management Summit  
March 27-29  
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[www.gartner.com/2\\_events/conferences/bpm2.jsp](http://www.gartner.com/2_events/conferences/bpm2.jsp)Gartner Wireless & Mobile Summit 2006  
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April 3-5  
Orlando, Fla.  
[www.gartner.com/2\\_events/conferences/std9.jsp](http://www.gartner.com/2_events/conferences/std9.jsp)

## MarketPlace NEWS



## Not Enough Mobile Security Policies

ONE IN FIVE BUSINESSES that has widely deployed mobile devices does not have any security policies in place for its mobile security, according to a survey of 2,035 IT professionals, conducted by Orange PLC and Quocirca Ltd. 60% of the firms that do have security policies say they do not enforce them. Of those surveyed, 80% say the biggest threat to mobile security is their employees. The study approached mobile security less from the perspective of protecting against malware and viruses and more from the view of keeping unauthorized users from accessing corporate data on employees' mobile devices.

## Dell To Hire In India

DELL IS PLANNING TO HIRE 5,000 workers in India over the next two years, the computer maker reports. The additional jobs will increase the total number of Dell workers in India to 15,000. The firm will open its fourth call center in India in April, where it will hire 700 to 1,000 workers. Dell will also hire more workers for call centers in three other locations in India and plans to double the workforce at one of its Indian product testing facilities. In addition, Dell is considering setting up a manufacturing plant there.

## Microsoft Growth Continues

MICROSOFT REPORTED a 5% growth in profits for the second fiscal quarter of 2006, with net income of 34 cents per share, up from 32 cents a share compared to a year ago. The company's Client unit, in charge of Windows, had sales of \$3.5 billion, up from \$3.2 billion during last year's comparable quarter. The Information Worker unit, which is in charge of Microsoft Office, posted revenues of \$2.1 billion, compared to \$2.01 billion last year. Both are seen as significant because of the expected upcoming releases of Windows Vista and Office 12. Microsoft expects revenue for its fiscal year, which ends June 30, to be between \$44 billion and \$44.5 billion.

## Tech Companies Unite To Fight "Badware"

GOOGLE, SUN MICROSYSTEMS, Lenovo, and several other organizations are forming the Stop Badware Coalition in an effort to fight spyware, adware, and other such programs. At the group's Web site, [www.stopbadware.org](http://www.stopbadware.org), users can check to see if programs they want to download contain spyware or adware and can create their own entries for badware programs they've found. According to Webroot Software, badware is a \$2 billion-a-year industry and costs victims billions of dollars a year, according to Consumer Reports.

## Security Analysts Expect Targeted Attacks To Rise

IBM'S GLOBAL BUSINESS Security Index Report for last year shows that the trend is shifting from mass-mailing viruses and worms to more covert attacks of lower volume aimed at specific firms, with financial gain as the incentive. The report reveals that 2005 had

significantly fewer worldwide malware attacks than previous years, although the number of suspicious events IBM monitored on behalf of its clients rose dramatically. Security experts are predicting this year will see more targeted, financially motivated attacks, as well as more botnet threats—especially smaller botnets that are easier to hide.

## Most Spam Comes From The United States

IN THE FOURTH QUARTER last year, 24.5% of the world's spam was sent from computers located in the United States, antivirus company Sophos reports, basing its findings on the junk mail its spam filters caught. This percentage is part of a trend indicating U.S.-based spam is decreasing; Q2 and Q3 findings for last year showed 26.3% of spam was sent from the United States, while the percentage was 41.5% a year before that. For Q4 2005, China came in second with 22.3%, and South Korea followed with 9.7%. Sophos also notes that the amount of non-English language spam is increasing.

## Microsoft Gets Closer To Complying With EC . . .

MICROSOFT HAS AGREED to license some of its source code to rivals, although it's not clear the European Commission will accept this as a remedy because the March order required release of server protocols. The EC also gave Microsoft until Feb. 15 to provide documentation that will help competitors' products interoperate with Microsoft software. The EC has threatened Microsoft with a \$2.4 million-a-day fine if the company doesn't comply with the order.

## . . . But Is Criticized In The U.S.

U.S. FEDERAL AND state prosecutors say Microsoft is falling behind in meeting obligations of its antitrust agreement with the United States. Of specific concern is Microsoft's slow progress in developing technical documentation for companies that license the Microsoft Communications Protocol Program. Microsoft originally expected to have the documentation done this month and says more than 20 companies have already taken advantage of the new licensing program.

## Symantec President Resigning

GARY BLOOM, president of security software maker Symantec, is planning to step down by the end of March as part of an "orderly transition." He is also vice chairman of Symantec's board of directors, and he will resign from that position as well. The firm says the position Bloom is vacating will not be filled at this time, and his team will now report to Chairman and CEO John Thompson. Bloom had previously been Veritas' CEO and chairman; he joined Symantec when the firms merged.

## Training A Key Factor In Retaining Workers

COMPTIA SURVEYED 462 IT workers to examine how professionals in the IT field are trained, as well as who pays for their training and what they expect from their employers. The study found many IT workers pay for their own training. Of the workers surveyed, 33% say they would stay in their current job even though their employers were not supporting them in their training, while 56% say they would look for jobs elsewhere. Meanwhile, when the employees were fully reimbursed for their training, 66% say they would stay, and 22% say they would look for new jobs.

## Jail Term For Man Who Sold Microsoft Code

WILLIAM GENOVESE JR. will serve two years in prison followed by three years of supervised release for unlawful distribution of trade secrets. Genovese, a hacker also known as ill-will, was convicted of putting source code for Windows 4.0 and 2000 on his Web site and selling the code to Microsoft investigators for \$40 in 2004.

## Intel Makes First 45nm Chip

CONTINUING THE TREND toward more powerful, efficient processors, Intel announced it had finished the world's first functional SRAM chip using the 45nm process. The chip contains 1 billion transistors that are only 45 nanometers wide. Intel began making 65nm chips last year and should have the 45nm chips ready during the second half of next year.

## WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Year Ago	Jan. 23 \$	Jan. 30 \$	% change from previous week
Avaya	AV	\$14.48	\$11.50	\$10.73	▼ 6.7%
BEA Systems	BEAS	\$8.74	\$9.88	\$10.67	▲ 8%
Computer Associates	CA	\$26.70	\$28.96	\$27.73	▼ 4.25%
Cisco Systems	CSCO	\$17.69	\$18.16	\$18.89	▲ 4.02%
Dell	DELL	\$40.45	\$30.22	\$29.66	▼ 1.85%
Electronic Data Systems	EDS	\$21.88	\$24.46	\$24.88	▲ 1.72%
Google	GOOG	\$189.24	\$427.50	\$426.82	▼ 0.16%
HP	HPQ	\$19.59	\$31.34	\$31.28	▼ 0.19%
IBM	IBM	\$91.95	\$81.41	\$81.63	▲ 0.27%
Intel	INTC	\$22.42	\$21.35	\$21.65	▲ 1.41%
McAfee	MFE	\$25.19	\$27.63	\$22.86	▼ 17.26%
Microsoft	MSFT	\$26.01	\$26.35	\$28	▲ 6.26%
Oracle	ORCL	\$13.62	\$12.30	\$12.61	▲ 2.52%
Red Hat Software	RHAT	\$11.11	\$27.92	\$28.66	▲ 2.65%
Sun Microsystems	SUNW	\$4.15	\$4.39	\$4.37	▼ 0.46%
Symantec	SYMC	N/A	\$18.60	\$18.19	▼ 2.2%

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# The Cabling MarketPlace

## A Look At Providers To Meet Your Company's Needs

by Sixto Ortiz Jr.

**CABLING IS A CRITICAL** component of your IT infrastructure. While wireless is making significant inroads in IT, the fact remains that the bulk of data traffic traversing today's business networks still zooms through good old-fashioned wires. Most enterprises have hundreds if not thousands of miles of cable connecting their IT infrastructures. Torrents of data travel through wires every second of every day.

It's also very easy to take your cabling for granted. But good network and data center administrators know quality cabling can make a difference. In this roundup, we visit the cabling marketplace and introduce you to some cabling providers you can call today to help meet your cabling needs. Let's take a look.

### Fiber Fires Up The Recovery

The cabling marketplace's downturn during much of this decade, says Frank Murawski, president of FTM Consulting, a market research firm focused on the structured cabling marketplace, was due to the oversaturation from multiple LAN installations across corporate America and the economic slowdown that began in 2000. These two factors, Murawski wrote in a recent research report (called "Structured Cabling Systems Market: 2005"), led to single digit and even negative growth from 1999 to 2003.

But Murawski predicts brighter days are ahead for the structured cabling marketplace: This recovery, he writes, will be led by fiber cabling. According to Murawski's forecast, enterprises seeking to eliminate network throughput bottlenecks will replace their infrastructures with fiber cabling to accommodate gigabit speeds. FTM Consulting forecasts fiber cabling will become the dominant cabling media used in data centers, campuses, fiber-to-the-zone, and riser cabling subsystems.

Fiber's growth means traditional UTP copper cabling will slow down and eventually fall behind fiber. In 2006, FTM's research reveals, fiber revenues will total \$1.2 billion, less than the \$1.8 billion forecast for UTP copper cabling. But the growth trend will reverse in 2008, and by 2009, fiber revenues will total \$3.1 billion vs. \$2.3 billion for UTP copper.

The entire structured cabling marketplace, Murawski predicts, will grow at a compound annual growth rate of 15.8% from 2004 to 2010. So at least according to FTM Consulting, brighter days are ahead for the cabling systems industry.

### Cabling Manufacturers & Suppliers

Some of the world's largest companies manufacture and market cabling systems for the networking and telecommunications industries. These companies include industry titans such as DuPont, 3M, Corning, Tyco, and others. Each of

these companies offers a staggering array of options that are sure to meet the needs of just about every reseller servicing the networking and telecommunications industries.

For example, Tyco International specializes in undersea cabling, including fiber-optic undersea cabling and other ancillary technologies, such as repeaters, branching units, power feed, and line monitoring equipment. Dupont's line of insulation and jacketing materials feature Teflon and SmokeGuard FP, which minimize smoke generation during fires, while Corning offers both fiber and copper cabling media along with ancillary equipment such as connectors, test and splicing equipment, and other hardware.

But chances are you won't be buying directly from Dupont or Corning; rather, you'll be purchasing your cabling from one of the many companies that sell the various types of cabling to the industry.

### GoCables.com

GoCables.com is the online store for Global Manufacturing Solutions, a cabling equipment manufacturer with manufacturing centers in San Diego, Mexico, Taiwan, and China. GMS manufactures all types of internetworking cabling systems, including RS-232; SCSI I, II, and III; Ultra SCSI; Ethernet; Token Ring; Fiber Optic; FDDI; T1; X.21; and others. The

### SNAPSHOT

#### GoCables.com

The online catalog for Global Manufacturing Solutions, a worldwide cabling equipment manufacturer

[www.gocables.com](http://www.gocables.com)  
[www.gmsmfg.com](http://www.gmsmfg.com)

company manufactures cabling designed to work with products from all the major networking equipment manufacturers, including Cisco, IBM, Bay Networks, HP, 3COM, Ascend, and others.

GoCables.com covers the whole gamut of cabling needs, including fibre channel cables and adapters; fiber-optic patch cables, adapters, and attenuators; Firewire; Cat5e and Cat6 patch cables; USB; and many others.

### Cables For Less

Cables for Less differentiates itself by pledging to offer cabling at significantly lower prices than other competing resellers. The company, like others, offers a wide array of cabling supplies, from Cat6 to Cat5e patch cables in a wide variety of colors and configurations to multimode and single-mode fiber-optic jumper

cables. It also sells ancillary equipment, including cable testers, cutters and strippers, punch down tools, and crimpers.

Also, Cables for Less offers various PC products, including internal and external cables (think CD audio, SATA, flat ribbon, power, serial, FireWire, and USB cables); cooling fans; enclosures; and hardware such as cable testers, mounting clips, jumpers, cable testers, and computer tools. The company

### SNAPSHOT

#### Cables for Less

An online reseller specializing in the lowest possible prices for cabling equipment

[www.cablesforless.com](http://www.cablesforless.com)

also offers a number of adapters to meet various needs, including power supply, USB, FireWire, and networking (RJ45, RJ12, RJ11, and To and From Serial) adapters.

Cables for Less rounds out its offerings with an array of power products, including batteries, surge protectors, and power cables.

### Addlogix

Addlogix, which was formerly known as CompuCable Manufacturing Group, has been in the cabling (and other supplies) business since 1979. The company is both a manufacturer and distributor of interface cables; the purchase of Multimedia Accessories Limited in 1995 added audio and video products to Addlogix's product portfolio.

If you're looking for networking cables and ancillary equipment, you'll find Cat 5e, Ethernet, and modular cables and accessories. Addlogix also sells various types of toolkits and testers, including patch cable organizers, inductor and tone probes, network cable testers, Cat 5 termination kits, and others.

Addlogix is the first company in this roundup offering both PC and Apple/Mac cables, so Apple

### SNAPSHOT

#### Addlogix (formerly CompuCable Manufacturing Group)

A one-stop shop for all cabling needs, including Apple Computer equipment

[www.addlogix.com](http://www.addlogix.com)

devotees need look no further to find the cables they need for their Apple Macs. PC cables offered by the company include parallel, serial, monitor, mouse and keyboard, and other types of adapters and gender changers.

### Electro Standards Laboratories

Electro Standards Laboratories is a manufacturer and reseller of all types of networking gear. The company not only sells cabling: It also designs, manufactures, and sells switches; connectors and adapters; sharers; breakout boxes; surge protectors; and testing instrumentation, software, and materials.

Interestingly, ESL also manufacturers and markets various types of research and development instrumentation, from data

acquisition systems to digital signal conditioners and AC and DC motor control systems.

In terms of cabling, ESL offers fiber optic, Cat5, Cat5e, Cat6, and various manufacturer-compatible cabling systems, including Cisco,

### SNAPSHOT

#### Electro Standards Laboratories

Cables are only part of the product offerings for this versatile networking equipment manufacturer

[www.electrostandards.com](http://www.electrostandards.com)

Motorola, and Nortel. The company also offers a broad array of connectors and adapters and three different types of selection guides to help narrow down your cabling choices.

### Tip Of The Iceberg

These are but a few of the various cabling and cabling system resellers you'll find on the Web. Most of these resellers not only stock all the cables you might ever need, they also supply the support equipment you might require to supplement your network and data center cabling. All of the companies covered in this roundup feature extensive online catalogs with online selection tools and ordering capabilities. □

### Buying Tips

- Trust, but verify.** Once you purchase and install cable, you should request a warranty from your installer, based on accepted industry testing standards, that network links work as advertised.

- Research the installer.** Purchasing cabling is only half the battle; getting it installed requires a skilled, qualified contractor who knows what he's doing. Do your homework and check contractor references before the job begins.

- Remember that higher speed needs higher quality.** Don't skimp on cabling quality, especially if you are installing cabling to support high-speed gigabit per second speeds; lower quality cabling can also mean lower quality data transmission rates, and you don't want that.

- Future-proof your data center.** Unless you're a glutton for punishment, cabling should be installed for the long haul. So avoid expensive mistakes and make sure the cabling, links, and other equipment you select are suitable for the networking equipment you plan to use, now and in the future.

To see Processor Showcase advertisements for products in this category, look online at [www.processor.com](http://www.processor.com) and find the Cabling ads under Physical Infrastructure.

## Cables From Coast To Coast

If you're looking for cabling, take a look at a few of these resellers and manufacturers from all corners of the United States.

Company	Location	URL
Cables To Go	Dayton, Ohio	<a href="http://www.cablestogo.com">www.cablestogo.com</a>
Cables Unlimited	Concord, Calif.	<a href="http://www.cablesunlimited.com">www.cablesunlimited.com</a>
Cables Unlimited Inc.	Bohemia, N.Y.	<a href="http://www.cables-unlimited-inc.com">www.cables-unlimited-inc.com</a>
CAT 5 Cable Company	Sherwood, Ark.	<a href="http://www.cat-5-cable-company.com">www.cat-5-cable-company.com</a>
Connections USA	Canton, Ga.	<a href="http://www.connections-usa.com">www.connections-usa.com</a>
CSN Cables	Boston, Mass.	<a href="http://www.csncables.com">www.csncables.com</a>
Pacific Custom Cable	Auburn, Wash.	<a href="http://www.pacificcable.com">www.pacificcable.com</a>
Quality Cables	Clearwater, Fla.	<a href="http://www.qualitycables.com">www.qualitycables.com</a>

# PROCESSOR®

## SHOWCASE

Your guide  
to products  
featured in the  
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section:

**Services**  
Design,  
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Implementation,  
Manufacturing,  
Security,  
Training

The Processor Showcase section features new products and services available from hot new manufacturers, as well as the old standbys. It's an easy way to compare products and discover new technologies and solutions, so refer to it for all your buying decisions.

Physical Infrastructure	Software
Cabling	Application Development, Business Productivity, Communications, Security, System Management
Environmental Monitoring	End Nodes
Flooring	Components, KVM, Mobile Devices, Monitors, Peripherals, Servers, Systems
HVAC	Communications
Power Distribution	Network Security, Routers, Storage Networking, Switches, Telephony, Wireless
Power Management	Physical Infrastructure
Power Protection	Cabling, Environmental Controls, Fire Protection, Power Distribution, Racks

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**Manufacturer Presentation**  
 Physical - Cabling Advertisement

## TAP into your Network

**Two-Channel Optical nTAP**

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Only TAPs can ensure a complete copy of data from full-duplex links at line rate for monitoring devices. Without TAPs, monitoring devices may be fed incomplete and misleading information, creating false positives and overlooking network problems that actually do exist.

TAPs are a superior alternative to the commonly used SPAN sessions. Unlike SPAN sessions, TAPs guarantee complete data transfer to a monitoring device for accurate analysis. A SPAN session could provide an inaccurate picture of the network because it can only transfer 1000Mbps at a time to a monitoring device. If utilization on a full-duplex link (which can hold up to 2000Mbps) exceeds 1000Mbps, packets are dropped. TAPs never drop packets regardless of network conditions. TAPs reveal all data, including errors, to the monitoring device for complete analysis.

**nTAP Advantages:**

- Complete visibility into full-duplex links, regardless of traffic levels
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Network Instruments delivers a complete line of nTAPs for copper and optical networks at competitive prices, including the 10/100/1000 Copper nTAP (\$795) and the recently released Two-Channel Optical nTAP (\$575). The company also guarantees overnight delivery in the United States on Web orders over \$295 confirmed before 12 p.m. Central Time. For more information please call 1-877-BUY-nTAP.

[www.processor.com/nTAP](http://www.processor.com/nTAP)


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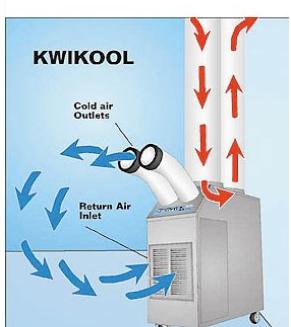
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## Manufacturer Presentation

*Physical - Power Protection Advertisement*

### SmartOnline 3000VA 3U Rackmount UPS System



#### Key Points

- 3000VA / 3.0 kVA high power density, online, double-conversion, extended-run 3U rack / tower UPS - with large internal battery set for longer standard runtime for critical server, network and telecommunications equipment
- Uninterruptible Power Supply (UPS) actively converts raw incoming AC power to DC, then reconverts output back to completely regulated, filtered AC output
- Maintains sine-wave 110/120V +/-2% output during overvoltages to 138 and brownouts as low as 65V (50/60Hz auto-sensing)
- Zero transfer time between AC and battery operation
- Simultaneous use communications via HID-compliant USB port, serial port, SNMP/Web card slot and EPO interface
- Fault-tolerant auto-bypass mode, current monitoring and switched PDU control via two switchable output load banks
- Network-grade AC surge and noise suppression
- Includes PowerAlert monitoring software and complete cabling
- 2-year product warranty / \$250,000 Ultimate Lifetime Insurance (USA & Canada only)
- Estimated Retail Pricing: \$1,599

### AVR Series Line Interactive UPS System



#### Key Points

- 550VA ultra-compact line-interactive UPS
- Maintains 120V nominal output over an input range of 83 to 147V
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- 550VA / 300 watt power handling ability supports entry-level PCs for up to 17 minutes during power failures
- 8 output receptacles, two of which are widely spaced to accommodate large transformer plugs without blocking outlets
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## Manufacturer Presentation

*Physical - Power Distribution Advertisement*

### Power-over-Ethernet Solutions



#### Midspan Power-over-Ethernet Controller

ADC's Midspan Power-over-Ethernet Controllers provide a flexible way to power IP devices over a local area network. The IEEE 302.3af-compliant midspan controllers reliably power VoIP telephones, Wi-Fi access points, security cameras, and other IP devices. ADC's midspan controllers eliminate the need to upgrade expensive Ethernet switches or install local power at the device, saving time and money. Delivering up to 15.4 watts of power per port, ADC's midspan controllers support a broad variety of Power-Over-Ethernet-enabled devices by detecting device presence and transmitting appropriate power according to IEEE 802.af or legacy inline powering standards.

#### Product Features

- Dual compatibility with IEEE 802.3af and earlier devices
- Detects device presence and transmits appropriate power, achieving dual compliance to IEEE 802.af and Cisco's legacy inline powering standards
- Delivers up to 15.4 watts of power on all ports
- 24-, 16-, 8- and 4-port platforms available to support diverse applications

[www.Processor.com/ADC2](http://www.Processor.com/ADC2)

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## Manufacturer Presentation

*Physical - Racks & Furniture Advertisement*

### New DuraRak Server Enclosures Take The Pain Out Of Managing Servers

*"Convenience Edge" package simplifies the IT Manager's job of organizing and managing network equipment*

Each DuraRak comes equipped with a unique "Convenience Edge" package with valuable features that enhance usability. The "Convenience Edge" package includes:

- **Integrated Cable Management System**  
Allows cables to be easily routed within the enclosure through one of five access points.
- **Split Rear Door**  
Allows easy access to equipment while minimizing space requirements behind the enclosure.
- **Worry-Free Compatibility**  
DuraRak is designed to be compatible with equipment from leading vendors including IBM, Dell & HP



For adaptability, DuraRak offers models with optional side panels that allow multiple units to be joined together, making server rooms easily expandable. Additionally, DuraRak offers clearly numbered rails to make the planning and installation of network equipment effortless. The quick release, perforated mesh doors improve equipment reliability by maximizing passive airflow.

"DuraRak is ready for the next generation of rackmount and blade servers," notes Robert Brookes, senior product manager at StarTech.com. "Servers are running hotter and require larger depths, so customers will be ready for the future with DuraRak's great passive cooling and available 42" depth."

The DuraRak line offers a large selection of server rack enclosures in a range of sizes and styles including open and closed rack- and wall-mount units. DuraRak is ideal for data centers, industrial control centers, telecommunications closets, A/V control centers or any situation where network equipment needs to be organized and secure. Additionally, most DuraRak units ship fully assembled, greatly reducing installation time.

Please visit [www.Processor.com/StarTech](http://www.Processor.com/StarTech) for more information



1-800-265-1844

# All Aboard The Email Express

## Iconix Finds A New Way To Get Legitimate Messages Through, Without Filtering

by Elizabeth Millard

**AFTER YEARS OF ATTACKS,** most small businesses have heard about phishing more often than they have heard about actual fishing. Thanks to sophisticated techniques, phishers have slammed corporate servers and made it difficult for companies and consumers alike to tweeze out what's real and what's dangerous.

There are a number of tools on the market designed to lessen the impact of phishing or trap the questionable emails before they hit inboxes. But for companies that send out email to customers, the existence of these tools means their messages may get thrown in the trash before being read.

Mountain View, Calif.-based Iconix has come up with a unique and decidedly simple way to help businesses get their legitimate mail through in the midst of spam and phishing attempts.

### Tool Time

The company's Iconix eMail ID software plug-in uses authentication methods such as Domain Keys and Sender ID to determine whether a message is coming from a trusted source.

Incoming messages are tagged with company logos, called the Truemark service, which allows users to recognize senders. The source of the email

spam filters. Iconix believes the system trumps other email authentication tools because those applications verify a domain, but that domain could be owned by a phisher. With the Iconix

although we are seeing some lawsuits. Basically, limiting spam is now up to users. That can be difficult for legitimate marketers who are trying to get their messages through."

Phishing emails are of particular concern because they are often crafted to look like messages from real companies, says Dave Jevans,



**"Despite the growing concern over email authenticity, email marketing is expected to increase 20% each year through 2008."**

- *Iconix's Jose Picazo*

is compared to a registry kept at Iconix, creating a two-step verification process that can't be circumvented by wily phishers. Only after the confirmation is complete does the company logo get affixed to the email.

Senders have to sign up with Iconix to be part of the service, and so far, 300 companies have become Iconix senders, including Amazon.com, Apple, Citibank, and Microsoft.

The inbox can also display a buddy icon, made when users approve messages from certain sources and want to speed delivery for those senders in the future. This particular service, called Uberfuz, also lets users consolidate their online identities into one area, so one personal profile can be used on services such as Myspace, Blogger, and Flickr.

The eMail ID and Truemark system differs significantly from spam filter software because it doesn't catch suspect emails according to keywords or characters. Instead, it just identifies legitimate senders, reducing the number of real messages that get caught in

One limitation to Iconix's offering is that it is available on a very small number of email systems. The software can be downloaded for free by users of MSN Hotmail, Yahoo! Mail, and Gmail, and it can be used on Internet Explorer. In the near future,

Providing a system that streamlines how companies can get messages to customers is vital, he adds. "We help restore the value of email as an important communications tool," says Picazo.

### Deeper Need

The use of a tool to separate the legitimate from the bogus has become necessary in an email arena that has far too much noise, says John Mozena, spokesperson for the anti-spam group Coalition Against Unsolicited Commercial Email.

"Unfortunately, the CAN-SPAM Act has been limited in how it handles enforcement," he says. "That has given little penalty to spammers,

chairman of the Anti-Phishing Working Group.

"The problem of phishing is getting more serious and harder to control," he notes. "Increasingly, we're seeing the use of automation and more potency with fraud campaigns. Phishers build on their successes, so it's difficult to anticipate their strategies because they're always changing."

For smaller enterprises, the task of controlling incoming mail and crafting effective outgoing messages can be daunting. But Iconix believes that its software can provide relief because it gives users instant comfort about a message's reliability.

One limitation to Iconix's offering is that it is available on a very small number of email systems. The software can be downloaded for free by users of MSN Hotmail, Yahoo! Mail, and Gmail, and it can be used on Internet Explorer. In the near future,

<b>Company Name</b>	Iconix
<b>Location</b>	Mountain View, Calif.
<b>URL</b>	<a href="http://www.iconix.com">www.iconix.com</a>
<b>Date Founded</b>	May 2005
<b>Founder</b>	Jose Picazo
<b>Financial Data</b>	Privately held

the company plans to support Firefox and Apple's Safari browser, but that leaves users of Outlook and other corporate email systems out of luck for now.

But small enterprises that rely on Outlook and Outlook Express will likely see support down the line, Picazo notes, because the company is already working on expanding its reach. □

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# Changing The Fabric Of Storage

*Continued from Page 1*

"Now, wherever you are on the net or subnet, you can reach out and read from and write to the drive simply by knowing the IP address in question," Glen says. "It is like getting storage as a big bag of Legos and stacking them up as you wish."

## Coming First Quarter

This new technology, developed by the 43-person operation at Zetera, is the basis for Netgear's Storage Central. Only on the market for a couple of months, this "prosumer" product has spawned one of the most successful launches in Netgear history.

"The Netgear product came out first because it is the simplest extension of our technology," says Glen, who explains that SMEs won't have to wait long to see "grown-up business products"

released by Bell Micro that utilize the technology. The partnership with Bell Micro was announced at the Consumer Electronics Show, along with a partnership with Marvell, a silicon-solutions company, that will help bring Zetera's technology to even more storage networking products.

These two Zetera partners plan on bringing products to the market by the end of the first quarter. Glen says that by utilizing SoIP technology, these new offerings will be able to give smaller businesses an affordable alternative to what is on the market, without sacrificing scalability or performance.

"The remarkable two things to remember about technology are that it provides unlimited scalability and unlimited performance," he says.

Because the technology is IP-based, Glen says you can add as

many elements as you need and just keep adding logical block addresses. The more drives you stripe across, the better the performance access speed.

"And because it is all IP-based, it is extraordinarily easy to use," he says. "The SME ideally wants storage as simple as the storage that attaches to each PC. IT management would ideally like to allocate and manage storage that is fully virtualized—you simply add volume and rearrange however you like."

## Changing The Way Storage Is Used

Now that the initial push to bring the technology to the market is over, Zetera will continue to refine the technology and build more relationships with partners that plan to use it in their storage networking products. Glen says

that as Zetera's reference permeates the market, we will see a real shift in the way storage is utilized.

"We are not going to be imprisoned by the walls of enclosures

that feels the limits of storage fabrics that depend on aggregating storage in enclosures in a single physical location. This will improve the possibilities not only for

<b>Company Name</b>	Zetera
<b>Location</b>	Irvine, Calif.
<b>URL</b>	<a href="http://www.zetera.com">www.zetera.com</a>
<b>Date Founded</b>	September 2002
<b>Founders</b>	Chuck Cortright and Bill Frank
<b>Financial Data</b>	Zetera received its initial startup funding from undisclosed angel investors. Its latest round of funding brought an additional \$13.5 million to the table in Series "A" financing, led by the global private equity firm Warburg Pincus.

anymore," he says. "It is the first and only storage fabric that is based on IP—every other fabric is physical fabric. When you have an enclosure, that enclosure is all the space you have to cram your storage into."

Not only will small businesses benefit, but also any other business

remote locations but also for disaster recovery mirroring.

This, Glen says, makes SoIP something to keep your eye on.

"In the last 30 years, there have been exactly three new storage architectures," Glen says. "If something only happens once a decade, that is significant." □

# Searchable Storage Means Better Governance

*Continued from Page 1*

## EMC

EMC offers two content management and storage products to help data centers meet litigation issues and regulatory standards. EMC Documentum ECI (Enterprise Content Integration) Services now works with Google Desktop Search, so end users and IT admins alike can quickly search for text strings through all information stores and end-user desktops. The approach uses a "federated search," which means the product is not restricted to searching just specific

information sources. EMC says call centers, research institutes, and bridge architects are using the search functions to find specific Word documents and CAD drawings that were formerly stored in unsearchable network archives.

EMC Centera is another product offering that stores fixed content such as x-rays, electronic documents, voice recordings, and email archives. EMC Centera is available in a smaller footprint rack-mounted configuration for midsized companies not ready for the complete content server replacement.

## Kazeon

The Kazeon Information Server IS1200 is another option for making storage more searchable. Unlike the EMC products, Kazeon is for small to midsized companies that need to make all data more visible, not just the rich media found in a content manager. Kazeon collects all file system data on every data store and then classifies and indexes the data, making it more visible to the organization. The product meets the needs of organizations seeking a more comprehensive governance system.

"Most corporate records and communication are now created digitally," says Troy Toman, a Kazeon spokesperson. "In order to respond to court requests, they have to be able to search through millions if not billions of files within increasingly shorter time spans. Beyond that, there are also regulations such as SEC 17a-4, HIPAA, and the California Database Protection Act, which require people to know increasingly more about what resides in their storage systems."

Kazeon is highly scalable because data centers can customize the product to meet business problems and augment other search processes. The system uses a clustered server approach and can categorize 100 million files and make over 370 file types available for indexed searches. Yet it runs quickly due to how the product discovers and indexes data, letting end users and admins search according to metadata, content keyword, index size, and other search term variables.

## Microsoft

A final product that will advance the searchable storage market is Microsoft

WinFS, scheduled to be released after Microsoft Vista. WinFS will extract metadata from all files stored on WinFS volumes, making the data more searchable through third-party enterprise tools and Microsoft Desktop Search.

WinFS will use relational algorithms for searches, so applications that use the platform would meet stringent regulatory standards. For example, using WinFS, an admin could search for all data related to one particular meeting or search an email archive for audio file attachments. WinFS is scalable in that admins and programmers can create tools for searching disparate archives using enterprise synchronization functions. As a company grows and data is stored on more volumes, WinFS will support them.

## Looking Ahead

Searchable storage will lead to new processes such as prioritizing data based on the content's business value, says Toman—a process that wasn't possible in the old model of archives based on file names. Searchable storage is complex, but new products help reduce that growing complexity. □

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## Searchable Storage

Company	Features	URL
EMC Centera	• Search archives of many application and data types	<a href="http://www.emc.com">www.emc.com</a>
Seek	• Rich content support	
Complements other EMC offerings for backup and recovery		
Kazeon Information Server	• Searches both content-managed and noncontent-managed systems	<a href="http://www.kazeon.com">www.kazeon.com</a>
Midtier rackable system for small and midsized enterprises		
Microsoft WinFS	• Relational indexing of disparate data types	<a href="http://www.microsoft.com">www.microsoft.com</a>
• Integration with other Microsoft systems		
• Scalable as the enterprise grows		

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# Data Center Management Simplified

## BladeLogic Automation Software Can Take Rote Tasks Out Of Your Hands & Off Your Mind

by David Garrett

"CHANGE," SAYS Vick Vaishnavi, "is almost second nature in a data center."

He would know. Vaishnavi is director of product marketing for BladeLogic, a leading provider of data

more stable and in turn more secure. In an atmosphere that's rank with phishing, spam, and every kind of virus attack, that's not a point to ignore. Servers "have the business data that's critical to all companies, whether they're midtier to large," says



automation software that counts some of the nation's best-known companies as its clients, including Wal-Mart, VeriSign, WeightWatchers, Microsoft, Priceline.com, and TimeWarner.

In fact, BladeLogic has the largest number of Global 2000 clients of any vendor in its field. But that doesn't mean its products are helpful only to big business. In small to midsized firms, automation can be a godsend to overtaxed IT staffs that have to provi-

Vaishnavi. "They want to protect those servers, and their applications, with their lives."

### Brass Tacks

The BladeLogic Operations Manager is a suite of tools that helps data center managers provision, configure, and change servers with ease.

Whether you're starting from bare metal or adding software to an existing OS, you can use the BladeLogic Operations Manager to provision a server (Windows, Linux, and Unix alike) based on policies you set in advance. You can also automate some of your most common but time-consuming tasks, such as managing passwords, DNS, and user groups or keeping an eye on license use and collecting logs for later review.

If you're part of a public company, BladeLogic Operations Manager can help you with the growing beast known as Sarbanes-Oxley. You can use the software to inspect servers for compliance problems then reconfigure them based on policies in a change engine, ensuring that all machines satisfy the dictates of Sarbanes-Oxley's well-known Section 404.

Just as important, BladeLogic's software can help you meet your compliance goals without bursting your budget. Or, as Vaishnavi puts it, "We allow [clients] to meet their compliance benchmarks while executing change as efficiently and as economically as possible."

sion, change, and manage hundreds of servers daily but don't have the time or people to cope with the workload.

### Automation Salvation

Automation can reduce the time it takes for common data center tasks (the kind of rote chores that admins and network engineers often hate to do). According to BladeLogic, for instance, its software can shorten a server audit from 60 minutes to 60 seconds or help you tweak applications on Unix servers in five seconds.

Automation also cuts down on human error, making your servers

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### Changing Change Management

Beyond setup and compliance, the BladeLogic Operations Manager can help you reconfigure your data center on the fly to meet the daily needs of your business.

All data centers have applications to update or even migrate from server to server as they move from development to user testing to production. And there's never a dearth of patches, new releases, and other updates to install, test, and troubleshoot.

BladeLogic Operations Manager lets you set policies to handle these events and even foresee how they might impact your operations. The software's transaction control features let you model a change and its effects before you make it or roll it back if you discover an unforeseen problem.

The goal, as Vaishnavi says, is not simply to "respond to change as quickly as possible and even as economically as possible." It's also to do so "as accurately as possible," he says. "You'll use the right server and right apps without sacrificing availability and security and compliance to regulatory standards."

### An Imprimatur

Those are goals that analysts agree with. Recently Galen Schreck of Forrester Research named BladeLogic and rival Opsware ([www.opsware.com](http://www.opsware.com)) the front-runners in the data center automation market, which includes such luminaries as IBM, Veritas, HP, and Sun (none of whom performed as highly on Forrester's tests).

BladeLogic has also received other industry plaudits, most notably when president and CEO Dev Ittycheria was named an Entrepreneur of the Year by Ernst & Young in conjunction with Microsoft. Ittycheria was formerly named one of technology's top 25 executives by *Computer Reseller News*, in a list that had Microsoft's Steve Ballmer, Sun's Scott McNealy, and Oracle's Larry Ellison in its ranks.

Praise like that, not to mention the firm's growing market share, gives BladeLogic the pole position in the automation race and could make it a front-runner for your data center as well. □

### Keep An Eye On Opsware

Among BladeLogic's rivals is Opsware ([www.opsware.com](http://www.opsware.com)), whose Automation Suite is used by more than 250 customers and has been highly rated by Forrester Research. Opsware offers many of the same benefits as BladeLogic, including a large server-to-admin ratio (100-to-one, according to Opsware) and efficiencies that take much of the time and trouble out of large-scale server management.

How much time can you save? Opsware claims you can provision 600 Windows servers in two weeks or audit the configuration of 100 servers in two minutes. But even at twice that time, automation may pay for itself. If you're building a business case for the CFO, compute the number of man-hours you can save by automating common tasks then multiply that number by the amount it costs you to pay an admin or engineer per hour. And don't forget to factor in other benefits such as better security and faster audits.

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# World-Class Networks Via VIP

## Datanode Sets The Network Monitor Bar A Little Higher

by Chris A. MacKinnon

. . .

**THE COMPANY SLOGAN** describes it best: "Creating world class networks." Bothell, Wash.-based Datanode has been in the network security, design, and maintenance business for almost two decades. The company offers numerous services, including firewall service and business and technology consulting, and its four principals, Doug Barlow, Nathan Way, Rick Berg, and David Longdon, have been with the company and involved in network management since its inception.

Datanode monitors security alarms and other network events from a network operations center on a 24/7 basis. Some of the company's monitoring capabilities include: confidentiality, device health, connectivity status, network traffic throughput, network traffic by application, failed logins, blocked packets, and attempted intrusions. Datanode's specialists monitor data traffic and network performance on LANs, WANs, and carrier data circuits, looking for current and potential problems.

### The VIP Service

What makes the company stand out in a crowd? Although Datanode is not exactly considered a "big gun" in the business, the company does pack quite a technical punch, especially with its flagship product, the VIP (Vulnerability, Intrusion, and Performance) service.

Doug Barlow, Datanode's CEO, says the VIP service is something unique. "Currently no one offers an individual product that compares to the VIP. There are a number of appliances that do part of what the VIP does but at a much more expensive entry cost."

All small and midsized enterprises need IT support, network monitoring, and securities abilities, right? But few can afford the overhead for necessary hardware or personnel. Barlow says Datanode can help with this reality. "The VIP service costs less than the interest on a mirrored system. The VIP service does not require a capital expenditure. There are no additional

The company is also big on fitting its services based on customer need. Take the company's managed firewall service, for example. Barlow says, "Datanode will provide any of a number of service levels. We will provide a turnkey solution where we provide the firewall, configuration, monitoring, and intrusion response, along with any moves, add-ons, or other changes, down to selling a configured firewall."

Datanode is much more than its VIP service, however. The company also

## DATANODE, LLC.



Creating World Class Networks

provides design solutions for every aspect of networking, including enterprise networking and backbones, campus environments, worldwide networks, branch connectivity, remote access, and Internet access. Datanode is also well-versed on carrier service technologies, including DS1 and DS3, frame relay, ATM, ISDN, and analog. The company also handles network technologies, including all forms of Ethernet, Token Ring, ATM multimedia, VPNs, and virtual LANs.

Barlow sums up how Datanode's VIP service will impact small to midsized enterprises, saying, "It provides a valuable tool to any small to midsized business at a superb price point. We are not aware of any other single appliance that offers the variety of functionality found in the VIP service. We provide our customers with a highly reliable network within their budget and operating con-

**"We are not aware of any other single appliance that offers the variety of functionality found in the VIP service."**

- Datanode's Doug Barlow

Barlow summarizes Datanode's VIP service, saying, "From a single Web-based appliance, you can see inside your network to review how your network is performing, test your network for security holes, review network attacks, and have tools to help document your compliance with government regulations, including GLB, HIPAA, and Sarbanes-Oxley. The VIP features are very robust, monitoring everything from the computer room entry door to the speed of a server fan. The VIP service can also set an escalation list to provide your service department with 24/7 email, pager, or phone alerts. This means regardless of business size, the service can save you money and time, improve network security, and reduce costly network outages."

uptime and money. He says, "The actual costs to repair a down network are burdensome in themselves. The cost to replace a server, a switch, and router all can be calculated in real dollars. The loss of productivity to find equipment, get it ordered and shipped in is fairly easy to calculate and increases the cost of failure geometricaly. However, the costs associated with lost productivity and sales for the core business are both very hard to calculate and far more expensive than the cost associated with the physical repair of the network."

Barlow says the VIP service gives network managers and other technical support staff the tools to keep network outages to a minimum, ensuring that the core business continues to operate in an efficient and productive manner.

<b>Company Name</b>	Datanode
<b>Location</b>	Bothell, Wash.
<b>URL</b>	<a href="http://www.datanode.com">www.datanode.com</a>
<b>Date Founded</b>	1987
<b>Founder</b>	Doug Barlow
<b>Financial Data</b>	Current net worth of \$5 million

straints." Datanode's immediate horizons include marketing to small and midsized companies within the northwest region and developing a network of agents to market the VIP service nationwide. □

# Protect Your I.T. Equipment... *Don't wait until it's too late!*



## What Will You Do When Disaster Strikes?

- Quit**     **Run**     **Panic**     **Cope**     **Rejoice \***

**R**ight now, your data center is under attack! You might not believe it because things appear to be running smoothly. The network is up and bandwidth is not taxed. The servers are accessible and users aren't complaining. Everything appears to be under control. However... just beyond that wall, above those ceiling tiles, or under the raised floor is a disaster waiting to strike. Even worse, it has your name written all over it!

You see, no one really knows when or how a disaster will strike. We just know the potential is always there. So preparing for it is critical to minimizing its impact on computers, networks, users and the organization.

### Computer Room Environment Monitoring Too Often Overlooked

Today's data centers are complex and handle an immense work load. This is because what happens there effects the entire organization, supporting hundreds or thousands of employees. The most overlooked issue in data centers today remains "environment monitoring". This is true at least until a disaster strikes, then it becomes *Job 1*. Why wait for your own disaster?

### What Is Environment Monitoring?

In the data center, computer and network equipment must be kept within a specific range of environmental conditions. If these get out of bounds, unpredictable and potentially catastrophic results can occur and cause data loss, hardware failure, denied access, and downtime. Primary issues include:

- Temperature (high / low)
- Main & UPS Power (interruptions)
- Flooding / Water (leakage)
- Humidity (high / low)
- Smoke / Fire / CO<sub>2</sub>
- IP Camera (security)
- Intruder / Room Entry / Motion (security)
- Dry Contacts (aircon, cooler, generator, etc.)
- Panic Button (staff calls for help)

### Air Conditioning Remains The Primary Cause Of Most Data Center Disasters

Failure of a primary or backup air conditioner is a major threat in all computer rooms, as temperatures will rise rapidly. Condensation overflow from air conditioning or leaks from water pipes that support a system can cause

flooding. Power drains from AC can also damage computers & equipment.

### Main Power Sources Remain Unreliable, A UPS Is Simply Not Enough

Even in the 21st century, we still haven't harnessed electricity. Situations like over / under voltage, spikes, drops and blackouts haunt managers. Failure of backup power sources like generators or UPS systems with short run or expired batteries can make a bad situation even worse. Consider what happens when main power goes out and a UPS keeps CPUs alive while the air conditioning systems stay down. The end result is extreme temperatures in the computer room that will eventually cause severe hardware damage or even start a fire.

- 61% of data centers say downtime is due to environment issues 1X+ in past 12 months
- 23% of data centers say downtime is due to environment issues 5X+ in past 12 months

### Your Data Center & Job On The Line

If disaster strikes your data center, how will it impact business? Who will get the blame? Could it have been prevented? Will management be asking for your head on a silver platter?

### Downtime Costs More Than Money

When disasters occur, there are significant costs in areas that go far beyond the simple replacement of damaged hardware. Data can be lost and costs incurred to restore or recreate it; online operations lose sales & service opportunities... causing lost revenue both now and in the future; salaried employees continue to get paid even while systems are down and they can't work; overtime accrues for IT staff who work around the clock to get systems back online; and there will be other costs too.

- 59% of data centers say downtime lasts 1/2 day+
- 27% of data centers say downtime lasts 1-3 days
- 45% of downtime costs over 10K per incident
- 11% of downtime costs over \$50K per incident

### A Proactive Approach Is the Best Because Computers Don't Swim

The concept of knowing early and immediately about developing environment problems is easy for all prudent managers to understand. A business does not have to encounter a flood for the IT staff to know that

computers don't swim. The "5 Critical Steps" to successfully prevent an environmental incident from causing your organization a catastrophic disaster include:

#### 5 Steps To Prevent IT Environmental Disasters

- 1) Early and Immediate Detection
- 2) Automated Alerting to Responsible IT Staff
- 3) Fast and Appropriate Action by the IT Staff
- 4) Automatic Response & Action Procedures
- 5) Review, Analyze & Plan Future Prevention

### Insurance And Recovery Plans Are Just "Band Aids" After A Disaster

Insurance policies offer some financial relief from disasters by compensating for the cost of lost equipment. However, they never cover all of the extended costs (see above). Worse still is the impact on cash flow while you wait to be reimbursed. And who wants to fill out all those forms anyway? Then, in 6-12 months your insurance premiums go up. Ouch!

As for recovery plans, you need to (must) have one. Although, wouldn't you like to have one and never be forced to use it? Even the best recovery plans do not pay the costs. They provide a guideline as to how to get back in the game after a disaster. Wouldn't your management team rather avoid the experience altogether? Wouldn't you?

### Why Put Your Business At Risk?

How much would it cost your business to lose access to primary servers or the network for just a 1/2 day? Ten, twenty, a hundred thousand dollars? A million dollars? It depends upon what you do although any loss is too much when it's *your* money. In today's online world, downtime for even a few minutes can mean life or death to sales opportunities or the entire business. Do you need to be in business continuously, like 24 x 365? Then stop running around with scissors in your hand.

### Solutions Exist For Computer Rooms Of All Types And Sizes... Yours Too!

AVTECH Software has several powerful, scalable solutions for environment monitoring. All are small enough to hold in one hand, completely mobile, and optionally available in a rack, wall and ceiling mount. They come complete with easy to install hardware, cables, sensors, easy-to-use network-wide monitoring software, CD media & documentation,

installation notes, 12 months of *Maintenance Support & Update Service*, even a screwdriver. Installation is easily completed in minutes.

**TemPageR** is designed for easy, advanced, temperature monitoring, alerting and more. **Room Alert** models offer the ability to monitor temperature, humidity, power, flood, smoke, cameras, dry contacts and much more. See the model comparison online for detailed information. All models offer a built-in web server & interface for standalone use (i.e. No PC required) and alerting. All models include a bundled (*Free*) license for our powerful **PageR Enterprise** software that provides advanced alerting, logging, automatic corrective actions, network-wide monitoring and other benefits.

### Who Uses These Monitoring Systems?

AVTECH Software products are used around the world by all types of organizations. Sample users include the White House, Pentagon, United Nations, most branches of the U.S. government, over 80% of the Fortune 1000 and businesses of all sizes. We think that your organization is just as important. *Don't you?*

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You can begin protecting your IT data center today by ordering online, calling us directly, or having your favorite reseller call us to purchase on your behalf. All orders ship the same day. If you would like to receive a literature kit with an evaluation CD first, simply call us or request it online.

Purchase Room Alert or TemPageR today, then when a disaster threatens your computer room or data center, you can *rejoice* in the knowledge that you helped to save your organization a bundle, maybe even its life.

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**Manufacturer Presentation***Physical - Storage & Transport Advertisement***Protection For Transportation Of Hard Drives**

Perm-A-Store now provides Turtle Cases for popular Hard Drive configurations

- Enclosed external drives for PC applications
- Hot-swappable drives (with/without tray) for Server applications

As hard drives become more portable, users are looking for safe and efficient ways to transport and store drives with live data. These specialized cases are made of high-density polyethylene, a rugged, lightweight material that provides excellent impact protection. All Turtle cases are available with optional brass padlocks, which may be keyed alike at no extra cost.

These new Turtle hard drive cases are available in several configurations:

- One or two pre-cut slot(s), manufactured to the exact dimensions of the unit to be transported
- Customizable configuration for one or two drives - employs pluckable dense foam cubes that can be removed to securely fit drives of various sizes.
- The configuration shown on the right of the photo above is 10 drives placed in pre-cut foam slots in a rugged, two-handle case with 6 butterfly latches.

Turtle cases were introduced in 1988 and have become the media transport standard because they deliver protection against impact, debris and temperature and humidity extremes.

Turtle Cases are also available for all tape formats (LTO, DLT/SDLT, 3590, 3592, 9840/9940, 8mm, AIT, VXA 4mm as well as CD/DVD and optical media). Various capacities and colors by format.

*Turtle brand transport and storage cases are recommended by media manufacturers Imation, IBM and Sun/StorageTek because they provide specialized protection for data media.*

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**Manufacturer Presentation***Physical - Cable Distribution Advertisement***New Tools For On-Demand Fiber Cable Management**

The ADC FiberGuide™ product family now includes **RiserGuide**, a riser guidance system designed to provide cable management where you need it, when you need it, because cable management requirements change with network requirements.

**Benefits**

- Provides flexible, "on-demand" cable management
- Manages patch cords of active equipment up to FiberGuide™
- Protects proper bend radius
- Easy to configure with simple, Snap-Fit™, tool-free installation
- Designed to meet GR-63 requirements
- Supported by ADC's cable management expertise
- Provides a cable management solution that extends beyond the "out of the box" solutions that are currently available

**Features**

- Multiple standard width risers
- Various components that can be installed anywhere on the rise, including storage spools, radius limiters and cable guides
- Mountable within and between racks and in cabinets
- Half and full slack storage spools available
- Breakout cable slack storage

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**Manufacturer Presentation***Physical - Power Management Advertisement***Remote Power Management****RS232 Enabled Meter**

Aphel's rPOWER™ Remote Power Management for data center and IT applications features an eight-channel, auto-scrolling capability. The rPower RS232-enabled meter provides remote monitoring for 20 – 60 Amp (125 / 208 Volt) rackmount enclosure power solutions.

"We are very excited to start shipments of our first rPower units," says Kevin Macomber, vice president of business development. "Since its development, we have seen huge interest in this technology set, particularly from our customers who manage mission-critical facilities."



**rPower™**

Unlike traditional ammeters that require the user to be in close proximity, rPower has an impressive high-resolution color display that can be viewed from as far away as 12 feet or through the enclosure door perforation. Aside from the ammeter, the device connects to traditional console port switches and can be managed simultaneously with other RS232-based devices. rPower represents a major advancement in power monitoring as it greatly simplifies and reduces the cost of power management.

**For More Information, Visit [www.Processor.com/Aphel](http://www.Processor.com/Aphel)**



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**Manufacturer Presentation***Physical - Cabling Advertisement***Manufacturer Presentation***Physical - Cabling Advertisement***Future-Proof Your Platform with AFL's Media Converter**

AFL Telecommunications' new FNT3012 Media Converter offers the perfect complement to the 24-port Ethernet Concentrator. A single-fiber customer premise device, the FNT3012 offers full-duplex 100Mb capability over a single fiber, streamlining fiber counts, fiber management, and installation costs. Additionally, the technology of the FNT3012 offers the management and future proofing expected of a carrier platform at price points that compete against today's LAN solutions.

The features of the media converter include a robust optical loss budget, loop back test function, TTC TS-1000 management features, auto-negotiation, integrated fiber management, SNMP traps, and a desktop or wall mount design.

**Physical Specifications:**

4.13 inches (W105mm) x 5.12 inches (D130mm) x 1.38 inches (H35mm)  
Weight: Max 0.66 lbs (0.3 kg)

**Port Specifications:**

Wavelength: 1310 tx / 1550 rx  
Optical Loss Budget: 0 to 16 dB  
Fiber: Standard Singlemode  
Connector: Standard SC (non-angled)

**Interface Specifications:**

- 10/100BASE-TX, TTC TS-1000Class-S  
- 100BASE-FX

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**Manufacturer Presentation***Communications - Application Networking Advertisement*

**OptimANA™ CP3604 powered by PortWise**

The **ONLY Converged Platform (CP)** that Delivers Scalable, Secure End to End Remote Access, User Authorization, Two-Factor Authentication and Automated Network-Based Bandwidth Shaping and Provisioning in a Tightly Integrated, Easy to Manage Appliance.

The OptimANA CP3604 is powered by PortWise's flagship product, PortWise 4.0, a comprehensive software platform offering that addresses the six 'A's so critical to ensuring secure remote application access:

**Assess, Authenticate, Authorize, Access, Audit and Abolish.**

Proceras OptimANA CP3604 provides new levels of secure remote access management coupled with two-factor based authentication that meets the Federal Financial Institutions Examination Council (FFIEC), a group that sets standards for banks, a new directive to increase identity security for online banking. Because the FFIEC believes that single-factor authentication (the use of name and password) is not inadequate to protect users against recent Internet scams such as phishing, pharming and remote access Trojan (RAT) attacks, all U.S. online banks have been issued a highly suggestive mandate to implement two-factor authentication for all online banking by the end of 2006.

The CP3604 integrated security appliance combines the functionality of multiple point products (SSL VPN Access, 2 Factor-Authentication, User Authorization,



Intelligent bandwidth management and provisioning) and offers a significant performance and scalability advantage of up to 300% over access-only SSL VPN products at a comparable price. It also enables significant reductions in administration complexity and ongoing management cost through the systems integrated software.

**KEY DIFFERENTIATORS**

- Combines Functionality of 4 Different Point Products
- Pricing Competitive with SSL VPN Access Only Products
- Significant Cost and Maintenance Reductions
- Increased Performance and Scalability

**BENEFITS**

- Unified management
- Wire-Speed performance
- LDAP policy integration
- High availability
- RADIUS authentication support
- Spoofing prevention
- ARP poison prevention
- Block Instant Messengers
- Control Peer-to-Peer applications
- Manage abnormal SSL connections
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**Manufacturer Presentation***Communications - Security Advertisement*

## Redefining Intrusion Prevention

**TippingPoint X505 extends Intrusion Prevention with Firewall, VPN, Bandwidth Management, Content Filtering and much more...**



**TippingPoint X505**

attempts, Spyware, VoIP threats and other malicious traffic. To ensure constant protection, TippingPoint's Digital Vaccine security team continually develops new attack filters to preemptively protect against the exploit of new and zero day vulnerabilities.

In addition to the award winning IPS functionality, the TippingPoint X505 includes IPSec VPN, a stateful packet inspection firewall, Web content filtering, and policy-based traffic shaping, which provides fine grain bandwidth usage and control for both inbound and outbound traffic streams. One of the most compelling attributes of the X505 is that all of its functionalities are wholly interoperable. For example, IPS and traffic shaping can be applied within an IPSec VPN tunnel - effectively preventing the propagation of worms between enterprise branch locations, while simultaneously prioritizing site-to-site VoIP phone calls for enhanced VoIP quality.

The TippingPoint X505 prioritizes real-time business-critical applications, including video conferencing, IP telephony and interactive distance-learning. Its innovative tunneling approach secures current and next-generation multicast conferencing applications as well as other business critical applications. The TippingPoint X505 can prioritize both inbound and outbound application traffic as well as inside and outside IPSec VPN tunnels.

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**Processor.com****Manufacturer Presentation***Communications - Network & Systems Mgmt. Advertisement*

**Linktropy™ 4500**  
from Apposite™ Technologies



Pricing starts at \$2500

Linktropy 4500 high-precision link emulator simulates WAN conditions:

- Bandwidth
- Latency
- Packet Loss
- Bit Errors

Emulates any type of WAN network:

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- Wireless
- Internet
- Satellite

The **Linktropy 4500** from AppositeTechnologies is a new generation of link emulator, combining unsurpassed precision with unbeatable prices. The Linktropy 4500 simulates WAN bandwidth, delay, congestion, bit errors, and other important link characteristics at speeds up to 155Mbps.

The Linktropy 4500 can be used to validate and troubleshoot networks and applications under a spectrum of real-world conditions. Integrated Ethernet bridging makes it easy to emulate a WAN without routers or other costly equipment. Through an intuitive and easy-to-use graphical interface, the Linktropy 4500 can be installed and configured in minutes.



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**Manufacturer Presentation***Communications - Security Advertisement***Manufacturer Presentation***Communications - Switch Advertisement*

## Foundry Networks Introduces NEW 10 Gigabit Switches for Application Acceleration and Delivery

**Two New ServerIronGT 10 Gigabit Switches Enable Application Acceleration, Enhanced Security and Integrated SSL Acceleration for Secure Web and VoIP Services for business-critical content, commerce, and communication services.**



The ServerIronGT C and E Series 10-GbE application switches include highly intelligent application traffic management, acceleration, and security features to help enterprises, service providers, and e-commerce businesses deliver IP and Web services with superior availability and performance. The modular design of the switches enables on-demand expansion and performance upgrades onsite, including the flexibility to add high-performance integrated SSL acceleration for secure Web service delivery.

The ServerIronGT C Series 10-GbE switch features an innovative two rack units (2U) high compact modular three-slot design and is ideal for space-constrained data centers. It packs the power of a data-center-class high-performance switch in the size of a traditional PC appliance. The device's one available slot may be used to add port density, insert a second active management module for doubling performance, or integrate SSL acceleration with an optional service module. The ServerIronGT E Series 10-GbE switch offers higher expansion capacity with a four-slot design and features front power supplies for enhanced serviceability. The management modules, line modules and SSL service modules are interchangeable between the two chassis, thus offering added expansion flexibility for the future.

For More Information Please Visit:  
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**FOUNDRY**

## Product Releases

### PHYSICAL

#### Cabling

■ **Transition Networks** introduced a remotely managed 10/100 copper-to-fiber media converter and an analog video copper-to-fiber media converter. The 10/100 converter includes a management engine that supports two standalone media converters without requiring a media-conversion chassis. The converter requires current ownership of fiber switches and remote-end managed conversion. The product monitors links, activates loops, provisions bandwidth, and manages VLANs. The analog video converter supports NTSC, PAL, and SECAM video transmission over multimode and single-mode fiber.

#### Power Distribution

■ **Aphel** launched its MT3 Series of Rackmount PDUs to support mission-critical server applications. The MT3 Series is composed of more than 200 products that can be configured to power both standard and blade servers. MT3 provides total power ranging from 5,000W to 8,600W, as well as optional metering or remote monitoring (RS232) capability.

Employing the patent pending rPower, users can read the high-resolution color display from as far as 12 feet or through the enclosure door perforation. Additionally, rPower is designed to improve installation flexibility, as it can be connected to traditional console port switches.

#### Racks & Furniture

■ **Chatsworth Products** announced the TeraFrame Cabinet System, which is designed for data centers and server rooms. Customers can order the TeraFrame in various heights, widths, and depths to fit specific space requirements. In addition, the TeraFrame is composed of welded steel and designed to work with several add-on components designed to move air through the cabinet, such as snap-in filler panels, air dam kits, raised floor grommets, and airflow directors. Other components can help manage cables and other equipment.

■ **ADC's** new TrueNet Enterprise Fiber Portfolio offers several products designed to bring the benefits of fiber-optic networking to the enterprise. Among the offerings in the portfolio is ADC's Next Generation Fiber Frame, which provides for unlimited expansion while providing a

solid foundation for cable management. The Fiber Frame includes management features such as a large trough space for storing cables and jumpers and easy access to connectors. The RMG Series Rack Mount Fiber Enclosures are another prominent component. The enclosures help protect spliced or patched cables and include front and rear cable access. These rack-mounted fiber enclosures come in one, two, or four unit sizes.

■ There's a new open-back RC vertical cabinet line for 19- and 24-inch systems at **Optima EPS**. The EIA-compatible modular designs offer flexibility in the setup of cable management, flush/recessed/surface mounting options, and ventilation. The extruded aluminum cabinets are strong and light, coated against corrosion, EMI/RFI shielded, and easy to open for maintenance.

### COMMUNICATIONS

#### Security

■ **CipherOptics** announced the SG1002, which the company claims is the industry's first extensible IPSec security gateway. Available in a 1U platform, the SG1002 utilizes low-latency line rate encryption; as

a result, it has virtually no impact on vital applications. CipherOptics includes its CryptoView management tool with the SG1002, and the device itself supports HA (High Availability). With the HA option, two units installed in a master-slave configuration won't affect networks if a unit or link becomes unavailable. By using VRRP (Virtual Router Redundancy Protocol), HA-enabled SG1002 devices add redundancy and failover capabilities to HA networks.

■ **Reflex** is offering its new ThreatIQ product suite, which includes Reflex IPS sensors, Network Defender module, Network Discovery, and Reflex Command Center. Together, the platform can automatically discover new network devices and guard against a wide range of threats including malicious software (viruses and spyware), DoS attacks, and access violations. If a portion of the network develops a problem, Network Defender can communicate with the switch to block the port of an infected PC thus quarantining the system from the rest of the network. The system is user-friendly and won't overload administrators with cryptic data. The Reflex IPS module relies on Reflex's

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# Low-Cost SAS Functionality With Big Benefits

## Tyan's M9000 Is In A Class By Itself

by Julie Sartain

TYAN'S NEW PCI-X TARO M9000 SAS module is the size of a credit card with the power and benefits of an enterprise-class storage I/O interface. With four (or eight) SAS/SATA-II ports, each port can support up to 3Gbps, and with a 64-bit 133MHz PCI-X interface, customers can get 1,066MBps of bandwidth.

"The M9000 storage card provides low-cost SAS functionality on a low-profile design using a SO-DIMM interface," says John Nguyen, a public relations rep for Tyan. "With the M9000, customers

can easily add SAS storage functionality in existing or new systems that use Tyan server motherboards, improving efficiency and maintaining their system install base all at the same time. In addition, this is the first SAS product made available by Tyan this year, and through this product, Tyan has enabled SAS on all server products that can use TARO cards."

This is good news for customers using the older parallel bus interfaces that have traditionally been the biggest log jam in the systems' storage I/O architecture. Serial connect interface storage devices based on SCSI designs can be accessed at higher speeds with more bandwidth, which means fewer bottlenecks and, obviously, better connectivity. Faster rates

and more bandwidth translate to more users at higher speeds, which means increased productivity. And the smaller cards are a much better fit for those tightly constrained areas (such as the limited space in the server rack-mount systems).

The M9000 uses the Adaptec AIC-9410W chipset and supports Microsoft Windows 2000 (Advanced Server with SP4), Server 2003 (Enterprise edition with SP1 and X64 edition with SP1), XP Professional (with SP2 and X64 edition with SP1), Red Hat Linux (Enterprise 3 and 4), and SuSE Linux (Enterprise 9.0 and 9.3 Professional).

According to Tyan, there is no real competition. "In direct comparison, there is no competition,"



#### SNAPSHOT

##### Tyan PCI-X TARO M9000 SAS Module Card

\$128

The size of a credit card with the power and benefits of an enterprise-class storage I/O interface

[www.Processor.com/Tyan](http://www.Processor.com/Tyan)

says Nguyen. "The solution is unique to Tyan server boards, and the interface that Tyan uses for the TARO product line is proprietary. Other vendors provide SAS add-on cards, but not in this form factor. In addition, the TARO M9000 uses the Adaptec 9410W controller, a well-known brand for storage technology . . ."

The M9000 is not available for purchase at this time (except for a few beta sites), but Tyan plans to ship this product sometime this quarter. The package will contain one TARO SO-DIMM M9000-10 card, one SAS internal wide cable (optional), four SAS single lane cables (optional), a quick installation guide, screwdriver (optional) with four screws, and one Adaptec CD with SAS drivers. □

## Application Networking

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## Product Releases

*Continued from Page 16*

solid-state Sentrium design. Solid-state technology provides an additional level of reliability, as there is no spinning media to fail. Software updates can occur automatically and on the fly.

### Storage Networking

■ The 10Gbps Intrepid 6000 XPM Blade from **McDATA** is capable of transferring data up to 100km with a single connection at a faster rate than the market's current 2Gbps devices. The increased connectivity speeds reduce management and leased fiber costs by cutting the number of necessary cables for ISLs (interswitch links) and metro/campus connectivity. The XPM is compatible with McDATA's Intrepid 10000 Director (or any other 10Gbps Fibre Channel product); such a combination will increase bandwidth and conserve fiber resources. It will be available through Sun Microsystems, IBM, and McDATA's channel and reseller partners.

### Telephony

■ **Agilent** released a handheld Ethernet performance analyzer, the VoIP Test Kit, for its N2620A FrameScope Pro. Administrators can use the device to locate problems with the network that will affect voice quality. It provides MOS (Mean Opinion Score) and QoE (Quality of Experience) measurements and can generate traffic up to 1Gb. The device has optical and electrical ports, an Autotest feature that can troubleshoot or prequalify a network, and an Autodiscovery feature that locates unwanted systems and networks. It also has support for PPPoE (Point-To-Point over Ethernet). The N2620A FrameScope Pro and VoIP Test Kit starts at \$6,300.

• • •

■ **Quantum Technologies** unveiled its Tenor AF switch, which supports eight analog lines in either a station-side or trunk-side configuration. The Tenor AF also supports up to eight simultaneous VoIP calls and has a smaller footprint with twice

as much capacity as Quantum's current Tenor AS. Designed for SMEs, the Tenor AF routes calls between the VoIP, traditional PBX/analog phone, or the PSTN, and its universal dial plan supports public and unique dialing requirements. The switch's GUI, Tenor Configuration Manager, displays real-time alarm monitoring, call detail records, and call status. With the Tenor Remote Management Session Server, IT staff can remotely manage the Tenor AF from behind a NAT firewall. Gateway and termination configurations cost \$1,000 and \$1,240, respectively.

### Wireless

■ **Agilent** launched the WQM (Wireless QoS Manager), an end-to-end test probe. Agilent is targeting the WQM at telecom providers who want to monitor technologies (such as CDMA, GSM, and UMTS) as they phase the technology in. The WQM includes both hardware and software. The hardware test probe has a new chassis that has support for new device technologies,

which means users can replace the hardware with new technology in the future. The test probes are hot-swappable. (Users can swap probes in less than 15 minutes.) The package can produce graphical troubleshooting reports and ETSI (European Telecommunications Standards Institute)-compliant service tests. The package lets telecom services monitor service behavior.

### END NODES

#### Mobile

■ **Xplore Technologies** will demonstrate its new, indestructible Dual Mode Rugged Tablet PC at DistribuTECH 2006 this month. The iX104C2DV with new Dual Mode AllVue Technology is viewable in all lighting conditions: indoors, outside, and under direct sunlight. All of Xplore's rugged Tablet PCs are third-party tested and specified to Military Standards to ensure their operation in extreme conditions, including 4-foot drops to concrete.

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# FootPrints Module Makes An Impression

## UniPress Adds New Functionality To Software Management Add-On

by Joseph Pasquini

• • •

**DESIGNED TO AUGMENT** its FootPrints help desk and support automation solution, UniPress has unveiled the newest edition of its client management module. Previously known as FootPrints Software Deployment but now suitably named FootPrints Deploy Suite, the latest version of the add-on product from UniPress features enhanced software deployment, patch management, and network discovery capabilities.

According to UniPress, the new FootPrints Deploy Suite now merges the software distribution, packaging, configuration, remediation, and patch management functionality of FootPrints Deploy and FootPrints Patch Manager together with the inventory and license management capabilities of FootPrints Asset Manager. "The FootPrints Deploy Suite dramatically improves administrative control by delivering real-time insight into the configuration states of computer systems on the network," says Mark Krieger, president of UniPress Software.

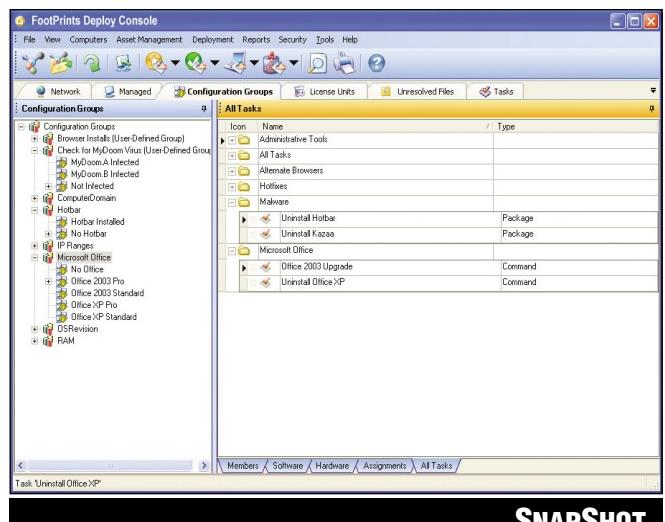
At the heart of the newly updated module is its configurable deployment console. Based upon an open architecture and a .NET Framework, the console interface lets administrators leverage third-party products. The console,

which also integrates with the Asset Manager add-on, features customizable views that can later be saved and assigned to administrators as applicable. Any form of client installation, from simple registry updates to application suite installations, can be built as Windows MSI files or can be natively packaged for deployment with the Suite.

Patch management is accomplished using FootPrints Patch Manager. An element of Deploy Suite, FootPrints Patch Manager automatically notifies administrators when new patches become available and can also be used to verify and enforce baseline compliance. Patch installations can also be automated. UniPress states that new patches are added to the FootPrints Patch Manager database within 48 hours of release.

Deploy Suite also offers the ability to automate the task of conducting a comprehensive network discovery. All network hosts, even those without the Deploy Suite client installed upon them, are identified following the discovery process. In addition, the module provides information regarding the configuration states of computer systems on the network. Unauthorized configuration changes can also be automatically rolled back using the module.

FootPrints Asset Manager, another component of Deploy Suite, allows for dynamic inventory updates without the need for repeated network scans. FootPrints Asset Manager features a knowledge base of more than 10,000 software applications and their associated component files.



### SNAPSHOT

#### UniPress FootPrints Deploy Suite

\$5,900 for 100 clients on a single server; discounted volume pricing available

New suite merges the software distribution, packaging, configuration, remediation, and patch management functionality of FootPrints Deploy and FootPrints Patch Manager together with the inventory and license management capabilities of FootPrints Asset Manager

[www.Processor.com/UniPress](http://www.Processor.com/UniPress)

Deploy Suite now offers enhanced printing and reporting capabilities. Administrators can print directly from their customizable view of tasks and assignments. Reports are also customizable.

Other players in the software management space include such competitors as LANDesk, Altiris, Net-Support DNA, and Microsoft SMS, among others. However, the Deploy Suite management solution from UniPress is specifically designed as an add-on component to FootPrints, which is the company's flagship Web-based service desk solution. □

## Network & Systems Mgmt.

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## Product Releases

*Continued from Page 17*

### Monitor

■ **BenQ** introduced two new LCD monitors, models FP93G and FP73G. The FP93G has a narrow 12mm side bezel, whereas the FP73G features a slightly larger 13mm bezel. Both monitors have a 6ms response time, along with a high contrast ratio of 700:1 and a brightness of 300 cd/m<sup>2</sup>. In addition, the FP93G and FP73G LCD monitors have D-Sub and next-generation DVI input support for optimal picture and video quality. To further insure color accuracy, both monitors also come with iKey Auto-Calibration.

### Server

■ **Stratus Technologies** released the ftServer W Series 5700 system. This system is the first offering from Stratus to use the Dual-Core Intel Xeon processor. The 5700 supports the Windows Server 2003 Enterprise Edition operating system and is fully redundant, meaning that the uptime reliability percentage for this server is extremely high. This server also uses Stratus-engineered chipsets and the company's Continuous Processing technology, which brings continuous availability to decentralized mission-critical computing.

Like Stratus's ftServer 4000 Series, the ftServer W Series 5700 system will support Stratus Active Upgrade technology used for upgrades, hot fixes, and online patching.

### Server Appliance

■ **Symantec** released Symantec Mail Security 8220, an appliance designed to help small businesses protect against spam and email-based malicious code. The 8220 consolidates antispam and antivirus protection into a single program. It also includes an email firewall, content filtering, traffic shaping, and content compliance capabilities. There are three deployment options for security appliance—appliance, software, and hosted. Companies can choose among using the Symantec Mail Security 8220 appliance, the Symantec Brightmail AntiSpam software alternative, and the hosted offering, Symantec Hosted Mail Security.

### Thin Client

■ **Devon IT** released NoMachine NX Client on NTA Thin Client Terminals. It's targeting the package at users who already have NoMachine remote access systems. The terminals and clients ensure reliable connections and enhance security. According to Devon IT, its Thin Client

Terminals are more secure and reliable than PCs.

### Components

■ **Advantech** launched the ATM-4233, which is an industrial automation platform chassis. The new chassis encompasses all PC components, including a keyboard, LCD, OSD control, and a touchpad. Users will find five function keys on the left side of the LCD and five cursor keys on the right side. The OSD control lets users adjust brightness and contrast. The touchpad sits in a pull-out drawer. A lockable door covers the Reset and Power buttons. The ATM-4233 supports Intel P4, PM, and Celeron processors and has 14 expansion slots. It also has two USB ports. Users can replace components via the removable top. The ATM-4233 is available for \$1,100.

■ **Sensory Networks** launched the NodalCore IPS Accelerator. This is a next-gen accelerator designed for the Snort engine. It performs deep-content inspection on network traffic and matches traffic against thousands of Snort rules. The NodalCore IPS Accelerator has more than 60,000 rules and can provide end-to-end throughput of up to 1Gbps. It also has

preprocessor support features including IP defragmentation, URI (Uniform Resource Identifier) decoding, and TCP (Transmission Control Protocol).

....

■ **Tyan** introduced two rackmount enclosures designed for system builders. The KGT20 and KGT24 are 22.4 and 25.4 inches deep and designed to fit all Tyan motherboards. Both enclosures feature lockable bezels; room for up to four SATA, SCSI, or SAS hard drives; and a rail kit. The KGT20 and KGT24 will be available by April.

### SOFTWARE

#### Application Development

■ **Sybase** released the latest version of its PowerDesigner application development database design software. Aimed at medium-sized to large businesses, version 12.0 lets users develop or re-engineer business applications rapidly and affordably. Features of PowerDesigner 12.0 include unique metadata mapping, better data modeling and process modeling integration, and the ability to work with various custom and industry standards. Pricing starts at \$2,995 per developer seat.

*Go to Page 19*

# Store Critical Email Data

## Archive Attender For Exchange 2.1B Helps Companies Meet Regulatory Compliance Concerning Email Storage

by Frederick Nevin

• • •

THE USE OF COMPUTERS has brought with it the accepted use of email as a way to conduct client and employee business negotiations, discuss confidential matters, and to formalize contracts. With its use has come the responsibility to meet regulatory and/or legal requirements for storing critical parts of an email in a protected location.

Sherpa Software's Archive Attender for Exchange 2.1B helps a company meet this need.

Archive Attender can automatically move all messages and attachments from Microsoft Exchange mailboxes to secure external devices. It also gives the user the flexibility to move messages selectively. Simultaneously, version 2.1B helps a company reduce storage, secure information, and meet regulatory requirements, says Balaji Srinivasan, product manager at Sherpa.

Designed for small to midsized enterprises, Exchange 2.1B is an upgrade over Exchange 1.1, which was introduced in December

2004. In addition to incremental improvements, version 2.1B is available to users of OWA (Outlook Web Access) and Exchange 55, Srinivasan says.

The product can automatically archive information from PST files (Outlook Personal Folders), an otherwise challenging task because of its decentralized nature and the lack of automation in Outlook and Exchange. File management is executed through an application interface that can be used to set up the schedule, search indexed archives, and view

reports. Also, administrators can grant access rights to users without a client installation, according to the company.

Other features of Archive Attender include enforcement of company retention policies on all archived data; the ability to schedule automatic archiving based on age, location, and size of message; the ability to search indexed archives based on keywords; provide single-instancing of attachments; grant access rights to users, so they can archive and retrieve their own messages and attachments; retrieve, search, forward, and delete messages from the archive; view the archives remotely with OWA; and retain archived message stubs in original location for easy retrieval.

This month, Sherpa Software will introduce a new version of Archive Attender for Exchange. Version 2.5 will give the end user greater flexibility in accessing email and improve product management. There is no change in the pricing, and free upgrades are available to users with a maintenance agreement.

Other products designed to archive email include the EmailExtender series from EMC and HP's Reference Information Manager for Messaging. EMC's products provide archiving and supervision of email and instant messaging. The products support Exchange and Lotus Notes/Domino. The HP product is a modular software solution that automatically mines messages from individual mailboxes and storage systems. Archiving policies can be based on age, size, sender/recipient, and keyword. □

### SNAPSHOT

#### Sherpa Software Archive Attender for Exchange 2.1B

\$12 per user with volume discounts available

Automatically moves messages and attachments from Microsoft Exchange mailboxes to secure external devices and also has the flexibility to move messages selectively

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## Product Releases

*Continued from Page 18*

### Business Productivity

■ IBM introduced new programs, platform support, and business partners for Lotus Notes and Domino. The new Lotus Notes and Domino release will offer over 120 enhancements and a choice of multiple platforms and browsers, such as Internet Explorer, Firefox, Windows, Linux, and Macintosh. Lotus Domino will support composite applications, support for server-managed clients, activity-centric computing, and SOA (service-oriented architecture). Lotus Notes features the Lotus Notes Suite for SAP Solutions, which integrates typical end-user Lotus Notes tasks, such as time tracking, report generation, and approval workflows into SAP business processes.

### Database & Data Mining

■ Sybase launched the latest iteration of its RFID Anywhere platform. Version 2.0 works with SAP's Auto-ID Infrastructure, which collects and distributes RFID data to

various enterprise applications. Now users of both products can better manage all aspects of the supply chain using data collected by EPC- and ISO-standard RFID readers and printers, barcode scanners, sensors, and programmable logic controllers.

### Imaging & Printing

■ Kyocera Mita and FMAudit have partnered together to provide accurate assessments of enterprise printing costs for networked and local print devices with Kyocera's TCO Optimizer and FMAudit's View and Viewer USB products. Kyocera's TCO Tracker and TCO Calculator complement the TCO Optimizer, which is populated with print data from FMAudit's products. The TCO Optimizer is available at no cost through authorized Kyocera independent dealers.

.....

■ Teklynx released its CODESOFT 8 barcode labeling and integration software to the North American market. The new version introduces new capabilities to access and integrate enterprise-level data from a

variety of sources, enhancements to the design suite, and new printer management capabilities. Its new Database Manager facilitates data exchange with many data sources, including UNICODE, OLE DB, ODBC, native ASCII, as well as with applications such as Microsoft Access and Excel. CODESOFT can also query multiple databases in order to consolidate information from disparate data sources into a single label.

### Messaging & Groupware

■ AXS-One announced new functionality for Lotus Notes environments within the AXS-One Compliance Platform. The same technology enhancements will be available in the upgraded Sun Compliance and Content Management Solution, the customer-ready set of technology and services launched by Sun Microsystems last year that leverages the AXS-One Compliance Platform. The recent innovations offer users of Infinite Mailbox, Sun's Lotus Notes email archiving product, a seamless migration path to both existing

features and additional capabilities within the AXS-One Compliance Platform.

### Network & Systems Management

■ WebWatchBot 4.0 is the latest version of **ExclamationSoft's** agentless monitoring software for Web sites, online apps, and infrastructure. A new addition is a Transaction Recorder, which detects and watches logins, forms POST data, HTTP headers, and redirects from HTTP and Javascript. WebWatchBot can monitor databases such as Microsoft SQL Server and Oracle and provides real-time status reports.

### Security

■ **Special Operations Software** released Specops Password Policy for managing corporate password policies. Specops Password Policy does not restrict password policies to one policy per domain. Instead, it can manage multiple password policies, which are assigned to various users based on security groups and organizational units. Specops can also enforce specific

*Go to Page 20*

# Keep Your Contact Data In Sync Everywhere You Go

## Sybase's iAnywhere XTNDConnect PC 5.4 Syncs Mobile Devices To Popular PC Contact Software

by Robyn Weisman

ONLY A FEW YEARS AGO, the average business professional had one computer and a mobile phone. Today, that same professional might own a desktop, a laptop, a mobile phone, and a BlackBerry—and then have duplicate devices assigned by the office. Maintaining the consistency of one's contacts across such a wealth of contraptions can be a Sisyphean task.

iAnywhere, a subsidiary of Sybase that specializes in mobile and embedded databases and related wireless technologies, released the latest version of its XTNDConnect PC 5.4 synchronization software. XTNDConnect PC 5.4 seamlessly syncs contacts,

email, calendars, and related items between such commonly used PC software as Microsoft Outlook, IBM Lotus Notes, and ACT!, as well as various mobile devices, including those running Windows Mobile 5.0, Pocket PC, and Palm operating systems. XTNDConnect runs on Win98 through WinXP.

According to XTNDConnect Product Manager Gerd Uitdewilligen, XTNDConnect works by trying to match each entry on the mobile device to each entry on the Windows PC. "When an exact match is found, the two entries must be identical down to the punctuation in the description fields. Compared data is moved according to the user's instructions, and then the data is either

combined between the PC application, or one set of data overwrites the other," Uitdewilligen says.

After the data is compared, XTNDConnect sets a flag on each record in both databases. When the user changes a record in either database, XTNDConnect removes the flag so that the application recognizes the change and subsequently synchronizes only that record or any other record that has been added, changed, or deleted, Uitdewilligen says.

XTNDConnect PC provides iAnywhere customers with added flexibility by providing effortless synchronization capabilities via wired, Bluetooth, infrared, or Wi-Fi directly from mobile phones and PDAs to the desktop.



### SNAPSHOT

#### Sybase iAnywhere XTNDConnect PC 5.4

\$59.95 per user license; \$39.95 upgrade pricing for current XTNDConnect PC customers

Provides users with a best-of-breed contact synchronization solution that works with a wide variety of mobile devices

[www.xtndconnectpc.com](http://www.xtndconnectpc.com)

For her part, Forrester Research analyst Ellen Daley calls XTNDConnect a best-of-breed sync solution that boasts an easy-to-use interface. At the same time, Daley thinks that "integration with more package backend solutions makes sense" for future iterations of the product.

According to Daley, XTNDConnect competes with Intellisync (which Nokia recently announced it will acquire) and parts of JP Mobile, at least on the sync side. She recommends XTNDConnect particularly to enterprises that are seeking to adopt mobile applications to improve their competitive edge. □

## Event Correlation

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## Product Releases

*Continued from Page 19*

policies after a password is reset. It can also force all users to create a new password when desired. With Specops, an administrator can set password restrictions, including lowercase, uppercase, digits, special characters, disallowing a user's name in the password, and disallowing words from a specified word list. Administrators can also set a minimum password length and create rules for password complexity.

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■ **StillSecure** announced StillSecure Strata Guard Free, an IDS/IPS that is offered free of charge. Strata Guard Free monitors network traffic streams of up to 5Mbps and features an easy-to-use interface. The Web-based management console provides data on detected attacks, a variety of response options including the ability to drop offending traffic, and deep reporting capabilities. Strata Guard Free functions in in-line or out-of-band mode, with updates for the latest attack rules offered at no delay. Commercial versions of Strata Guard are also available with expanded functionality and increased performance.

....

■ **Tangent** announced Web Hawk for filtering Internet content and monitoring Internet usage. Web Hawk's destinations database contains 9.5 million domains for better control over Internet traffic within the company. Program features include comprehensive monitoring, page-level blocking, email alerts, automated task schedulers, and traffic reports. Web Hawk is compatible with Windows NT 4.0 SP6/2000 SP2 or higher/XP SP1/2003 and Internet Explorer 5.01 or higher. Hardware requirements include a 1GHz or faster processor, 512MB of RAM, 12GB of free disk space, and a CD-ROM drive.

### Storage

■ **3PAR** has announced Utility Data Lifecycle Management, which is designed to optimize the storage environment that eliminates the expense and complexity associated with Information Lifecycle Management approaches. 3PAR also pre-announced 3PAR Adaptive Provisioning, a future software element of 3PAR Utility DLM that will deliver policy-based data service level

optimization without mass information classification.

### Telephony

■ **Verso Technologies** launched its IP Centrex product, a hosted PBX (private branch exchange) program that extends the features of Verso's Class 5 Call Manager. Using the core capabilities of the Clarent Class 5 softswitch, the IP Centrex product can support the numerous interfaces and features implemented in the multilayered business models of today's providers.

### SERVICES

#### Hosting & Disaster Recovery

■ **SoftLayer** is a new hosting provider for SMEs, hosting resellers, and on-demand IT service providers and integrators. The company's service offering includes new dual-core processor servers from Intel and AMD, 32- and 64-bit OSes and applications, redundant Cisco network with IDS and DDOS mitigation, gigabit network speeds from the server to core, a proprietary management portal, private backend networks, remote reboot and console, and

true secure out-of-band management to each server.

### Messaging & Groupware

■ **Tello** launched the Tello communication service, which supports multiple platforms, including phones, mobile devices, and desktop computers. Tello provides users with a single interface for making voice calls, using instant messaging, and taking advantage of Web sharing. Tello Enterprise incorporates encryption, authentication, and authorization technologies to protect sensitive data. It runs on the Tello Connect platform. Tello Basic is available through a trial beta copy for PCs and mobile devices.

### Training

■ **Microsoft Small Business +** is a new suite of tech support options and free online resources for growing companies. Businesses can make use of Small Business + after registering at [www.microsoft.com/smallbusiness](http://www.microsoft.com/smallbusiness). Besides training software for apps such as Word, Excel, and PowerPoint, the service also provides expert advice on new technology implementation, marketing, and more.

# Real-Time Intrusion Detection & Prevention

## Foundry Helps You Secure & Manage Your Network

by Joe Lazzaro

....

**IF YOU MANAGE** a large distributed network or multiple data centers, one of the more complex problems is change management, which includes monitoring, managing, and reconfiguring the enterprise as necessary. In the current climate, with security being of paramount concern, you simply can't afford to relax your guard. This also makes it critical to properly authenticate users, keep unwanted visitors far away from your irreplaceable data, and audit any changes or unusual activity that may occur in the environment. Unfortunately, the

larger and more distributed your environment, the more complex it becomes to track all the activities at all the locations.

One possible solution to this problem has been recently introduced by Foundry Networks, which introduces Fault Tolerance, Configuration, Accounting, Performance, and Security Management—FCAPS—for managing Foundry's high performance networking products.

Foundry has released the IronView Network Manager, or INM, a server-based enterprise management tool that offers a series of security software components that provide real-time intrusion

detection and prevention and the ability to track and perform configuration changes and software updates. This includes changes to ACLs (access control lists) throughout Layer 2 to Layer 7 products across multiple physical sites and VLANs. INM lets network managers identify and resolve enterprise-wide network failures, initiate and document solutions, and identify and resolve or work around network outages, all from one central console.

The IronView Network Manager consists of a series of Web-based management tools, including User and Role Manager, Network Discovery Manager, ACL Manager, VLAN Manager, Configuration Manager, Change Manager, Event Manager, and Scenario Manager. IronView

Network Manager supports the industry standard sFlow technology, which is utilized for real-time monitoring high speed switched networks. sFlow is supported on Foundry's switch and router product lines. The goal of the solution is to detect, report, and deny network attacks across the total network infrastructure. The package also supports Snort, an open-source network intrusion detection and prevention system. Snort can detect a variety of threats using anomaly, signature, and protocol-based methods. INM supports all major operating systems including WinNT/2000, Solaris, and HP-UX.

Foundry's IronView Network Manager has several competitors. One is NetSight from Enterasys. NetSight's suite of management

applications provides advanced configuration, monitoring, and control for the enterprise, including customization. Another is EPI-Center from Extreme Networks, which like INM from Foundry also provides all fault, configuration, accounting, performance, and security functions to manage multilayer switching equipment across large enterprises. □

### SNAPSHOT

#### Foundry IronView Network Manager

\$9,995 (five-seat license)

Helps network administrators identify and resolve network failures, manage and deploy software updates, and manage configuration changes

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## AEP Netilla Security Platform SSL VPN

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The new features include device identification – the ability to authenticate remote PCs with a “digital fingerprint” identifier before allowing them to connect to an enterprise network – seamless support for Citrix® or Windows® Terminal Services-based environments, and enhanced file services.

Client Machine ID (CMID) marks the most important security enhancement to the release. Based on proprietary AEP technology, CMID makes it possible to identify a user's specific PC before he or she is granted access to network resources. CMID creates a unique device profile based on the PC's CPU, memory and other parameters; it enhances security by providing device authentication in addition to user authentication.

NSP's broader application support is made possible by two new refinements. The first, Citrix Client Push and Windows Terminal Services Push, automatically delivers a native full Citrix ICA client for Citrix environments or a Windows RDP client for Windows to the remote user's PC, enabling seamless direct access to either Citrix MetaFrame or Windows Terminal Services applications. For Citrix, this provides access to MetaFrame without going through Citrix Web Interface. For Windows, this eliminates the need for end users to download and configure their own RDP client.

The second application refinement, based on enhancements to AEP's Intelligent Port Forwarding, translates into support for a broader range of applications – including Oracle and applications with dynamic port ranges. Both of these features will be added to AEP's Web reverse proxy/Intelligent Port Forwarding access licenses at no extra cost.

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## New Enterprise Manager from F5 Delivers Comprehensive Solution for Managing and Maintaining BIG-IP® Devices

Provides a complete toolset for centralized maintenance, management and operation; Appliance increases productivity and reduces costs and complexity.



F5 Networks, Inc.'s Enterprise Manager is a new appliance designed to save customers time and resources with a comprehensive set of tools for maintaining, managing and operating F5 BIG-IP® version 9 Application Delivery Networking devices. Enterprise Manager's easy-to-use centralized management interface includes features that automate common tasks to accelerate deployment and reduce the total cost of ownership. The product features tools for centralized software management, device inventory and control, centralized configuration backup and restore, and centralized SSL certificate management, with all features utilizing a secure iControl connection to the devices.

Enterprise Manager on the TMOS platform offers customers distinct advantages. It provides a coordinated and efficient management strategy that is centrally controlled, while the processing and workload is distributed. Enterprise Manager gives customers clear visibility into their application delivery network configuration and includes powerful features that accelerate a network manager's ability to perform daily, weekly or monthly tasks. Highlights of Enterprise Manager include:

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- BIG-IP Centralized Configuration Backup & Restorability
- BIG-IP Centralized SSL Certificate Repository



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## OPINIONS

BENT • ON • STORAGE

## Getting Skin In The Game Of Storage Management

Sometimes you have to get involved if you want to improve your situation. The SNIA EUC (Storage Networking Industry Association End User Council) is a group of storage professionals responsible for implementing and managing storage products for their businesses. The SNIA EUC was established by the vendor-oriented SNIA organization to communicate with the market about storage technology and management requirements.

Don't confuse the EUC with SNUGs (Storage Networking User Groups). SNIA is one of many sponsors of StorageNetworking.org, which organizes and facilitates the growing list of SNUGs around the world. If you are working with storage networking, I urge you to find a SNUG to get the benefits of peer support and networking opportunities. The Web site is [www.storagenetworking.org](http://www.storagenetworking.org). The SNIA EUC and SNUGs are different but closely aligned. I encourage storage professionals to join both. Here's why.

### Storage Obstacles

Unlike most other areas of information technology that were pushed to adopt standards by their

markets, storage has largely been an industry where proprietary technologies and methods have ruled the day. It's not really a case where the vendors have been unusually slow or devious; there simply weren't meaningful management standards available when the technology emerged. Vendors needed to make their own products manageable, and so they developed what they thought would serve their customers best. Yes, they competed with each other based on the features and functions of their management applications, but it was not exactly an attempt to wring out the last dollars from customers, as some accused. It was simply a case where there were no standards to use.

Another obstacle has been determining what types of storage functions to standardize on. The basic communications functions in SCSI and NFS were already standards that had been developed over the course of many years. Beyond that there were very few categories of functionality that were agreed upon. When SANs emerged, some fundamental terms were not even available to help guide the discussions. For example, the word "provisioning" had to be borrowed

from the telco industry to define the way storage resources are identified, named, and set up for communications with host systems.

### Early Storage Management

The first attempt at storage management for SANs was SRM (Storage Resource Management), which is a tool for monitoring the status of storage resources and their capacity utilization. When SRM software was first developed, the methods for communicating between storage subsystems and management consoles was not standardized, nor were the definitions of what was measured and reported. As a result, there was no commonality or interoperability among these products.

One of the earliest attempts to develop heterogeneous storage management was a product called the PATROL Storage Manager from BMC Software. Without standards to rely on, BMC attempted to build everything from scratch, using the varied functionality from many different storage vendors' APIs and reverse engineering things they couldn't get APIs for. In retrospect, PATROL was far too aggressive and too early, and BMC had to pull the plug on the money-losing initiative.

Fortunately, SNIA had already started working on a set of management definitions that were eventually rolled into a standard called SMI-S (Storage

Management Interface Specification). The basic idea of SMI-S is to provide a common open systems environment for managing the fundamental elements of SAN storage. SMI-S does not attempt to provide everything you might need; instead, the goal is to establish a management breadth across

Council comes in. The EUC provides a vehicle for buyers to converge on a consistent message to vendors about their expectations for SMI-S implementations. They have already compiled and articulated many of the management requirements that experienced storage professionals have been

## MARC FARLEY

**AUTHOR** Marc Farley is the author of "Building Storage Networks," the leading technology book in the field of storage networking. He is also the president of Building Storage, Inc., a company that provides consulting and educational services to the network storage and financial services industries. Farley regularly writes and speaks about storage networking technology and is an online expert for the SearchStorage Web site.



many different vendors' storage products. Why have three or four different storage management consoles when you could have one?

### Success For SMI-S?

A lot has been written about SMI-S—whether it will survive or not and whether or when vendors will try to comply with it in their products. Survival can be assumed, but the question is how soon it will become a reality for customers.

The answer to that depends on the ability of storage customers to work together and articulate their requirements to vendors, and this is where the SNIA End User

dealing with on their own. Chris Wilson, a storage architect for Verizon and an officer with the SNIA EUC, tells his vendors that certain SMI-S functions need to be available by certain dates if they want to retain his business. If more people followed his lead, the entire community of storage implementers would be much better off.

The effort to join the SNIA EUC is minimal and the impact can be huge. Go to [www.snia.org/tech\\_activities/euc](http://www.snia.org/tech_activities/euc) to find out what you need to tell your storage vendors. □

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## OPINIONS

DATA • DEVELOPMENTS

# Application Arrogance

Application developers are a proud bunch. Like proud parents, they're convinced that their latest creation is the solution to the world's problems—or at least deserves as much attention.

Perhaps this is why their applications are so intrusive. Like a noisy kid in the booth next to you at the family restaurant, these applications often announce themselves with 12 bars of music or a trumpeting that would make Gabriel take notice.

Take Microsoft Money, for example: When it starts, it announces to everyone in the county that it's arrived. You would have thought the president had just stepped to the podium at the nominating convention. If you try to figure out how to disable that six bars of trumpeting and enter "disable sound" or just "sound" in the Money help index, it has no suggestions on how to muffle this exuberance. Yes, eventually I found a Program Settings option that let me disable the sounds, but it was an all-or-nothing deal, so I had to dig into the Control Panel list of

registered sounds and find the start-up noise (or something like that) and set it to None. What a pain.

### Announcing Non-Events

The issue here? I'm of the opinion that application sounds should be far less intrusive if enabled by default. This means very low in volume and a second or less in duration. It's surprising how attuned we are to tiny sounds; it does not take much to get a user's attention. Although sound reinforcements can help productivity, they do not need to be blurted out for "non-events" such as application launch or tear-down.

I can (almost) understand the Windows Startup sound as a way to verify that the sound system is working, but there is no excuse for the shutdown sound—it's just intrusive and adds to the time it takes to shut down my laptop. If the application wants my attention for something serious that it can't deal with on its own, then fine, play an appropriate tone or better yet, something specific to the issue. If it's important enough to

disturb my work, then it should be a special (short) tone. Anything gratuitous is just arrogant.

### It's Not Just Sound Arrogance

Ah, and what's with the applications that have to regularly update themselves but have to tell you they're doing their job? Sure, some utilities have to download new

to accept or block is beyond me, but what makes me want to uninstall it (and I'm about to) is the intrusive dialog that's displayed as it's doing its periodic updates. If I hire someone to do something, I want him to do it quickly, quietly, and efficiently—not report every few minutes on the progress or how well he did it. To

over . . . but I do have a choice and a chance to clean up the system, so it can restart.

### Applications—Member Of A Team

Applications need to be written as if they were simply a member of a team that has to work together for the user and not the one and only application running on the system. Most of us multitask and have many applications working in parallel. It's arrogant for applications to assume that they can display dialogs, pop them to the top of the Z-order, and grab focus when the issue is not of critical importance. This irritates the heck out of users, as it should.

Suppose you're right in the middle of an important customer call and some junior assistant bursts into the room; interrupts your concentration; grabs the phone, mouse, and keyboard; and glues a 5 x 7 memo on your computer screen and doesn't leave the room until you've acknowledged it. How long would that person be working for you? If it's your spouse's cousin, you might overlook the issue, but if it's a utility application, your next call might be to IT support to have it removed. Having the programmer at fault report to your desk front and center might be in order, just so you could explain his or her role in the organization. □

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**Applications need to be written as if they were simply a member of a team.**



### WILLIAM (BILL) VAUGHN

**AUTHOR**  
*William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting Services."*

virus and adware signatures and software patches to correct some weakness or another. That I understand. What I don't understand is why they have to expose a dialog to tell me that they are doing their job, a job I'm paying them to do.

Norton Antivirus is a prime example. Ever since I installed it, I've been rudely interrupted with one dialog after another asking me if I want to block this or that. How ordinary people know what

make matters worse, when Norton finishes its Live Update, it forces me to immediately reboot. Any attempt to disarm this shutdown sequence has resulted in lost work. Now that's arrogant.

Windows Update sometimes needs an update, but it lets me finish what I'm doing before reminding me that I still need to reboot. It does keep putting up that irritating dialog (and stealing the focus) to remind me over, and over, and

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**BOOK REVIEW**

# Sarbanes-Oxley, COBIT & Open Source All Together

## Book Aims To Help You Comply With Sarbox Using Different Tools

by David Garrett

• • •

**SARBOX.** SIX LETTERS that spell “headache” for IT staff, in part because Sarbox and the mountains of work it generates are daunting. Even worse, mistakes cost money and could even cost a firm its public respect, not to mention a possible prison stint for the CEO.

### Key Concepts

- COBIT and open-source tools can be used to comply with Sarbanes-Oxley.
- COBIT offers a detailed system of control objectives whose implementations need to be customized by organization.
- Open-source tools offer key benefits of closed-source alternatives but may not be as cheap as people believe.

Enter Christian Lahti and Roderick Peterson, whose book, “Sarbanes-Oxley IT Compliance Using COBIT and Open Source Tools,” aims to show IT workers how to fight the Sarbox beast using COBIT, a growing model for IT governance, and the ever expanding world of open-source tools.

#### Right On Time

Books like this—though none with the same COBIT and open-source approach—have multiplied recently, and for good reason. As the authors note, a 2005 survey by Financial Executives International shows that public companies are spending more than \$4 million per company to comply with Section 404 of Sarbanes-Oxley. But apparently that’s not enough. AMR Research claims that 36% of companies plan to increase spending on compliance technology, while 52% plan to maintain their current levels.

Lahti and Peterson’s book takes a novel approach to the issue. Even with a price tag that’s nearly \$50, there’s a certain value in a book that grounds you in Sarbox, COBIT, and open source at the same time. But it’s in juggling all three subjects where the book falters briefly. It devotes a scant two pages to defining Sarbox in chapter two (“SOX and COBIT Defined”), then spends nearly 20 pages on a review of COBIT. In fairness, Sarbox issues appear throughout the book, but a single, solid chapter on the subject would be welcome.

But what’s lost on Sarbox is gained on COBIT, which is among the best-known systems of IT governance in the world. Short for Control Objectives for Information and Related Technologies, COBIT, published by the Information Systems Audit and Control Association, is extremely long, with hundreds of control objectives and several book-length guides.

ISACA released a new version of COBIT in November, barely two months after the book was published. Although version 4 deals more directly with Sarbox

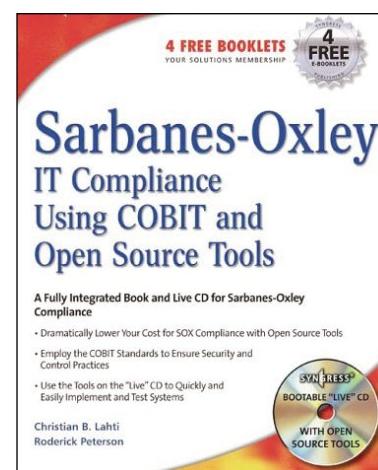
(and streamlines the COBIT learning curve, too), it contains enough of version 3 to make Lahti’s and Peterson’s work a useful entry point for readers who are still new to the field.

#### Opening Up Open Source

Best, though, is the ink and effort the authors put into explaining open source. The chapter they devote to open-source business issues is thorough and well-organized. Much to its credit, it also tackles a tough question that companies have begun to grapple with daily: Is open source really free?

True, open source has none of the license fees that make closed-source software so costly, but as the authors note, spotty support and a host of other issues mean that open source may cost you more than it saves in the long run.

The rest of the book is spent on a section-by-section breakdown of COBIT and how to customize it, from policies to process automation to specific tools and even the nuts-and-bolts technical issues of the tools themselves. This book is first and foremost a book “by



#### Sarbanes-Oxley: IT Compliance Using COBIT and Open Source Tools

**Authors:** Christian B. Lahti and Roderick Peterson**Publisher:** Syngress**Price:** \$49.95**Format:** Paperback, 333 pages

geeks for geeks,” though CFOs and compliance staff might find it helpful as well.

The question, of course, is whether it will help you deal with Sarbanes-Oxley, a law so expensive that Scott McNealy, Sun’s CEO, has said it’s like “throwing buckets of sand into the gears of the market economy.” The authors make no bones about their aspirations: This is not a book on how to pass your Sarbox audit. But it has enough instruction and thoughtful information to help you see how COBIT and open source can play together in the Sarbox sandbox. □



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# Accelerating Application Performance

## Offload Certain Task Processing For Increased Server Efficiency

by Tony Bradley

**THERE ARE MANY** benefits to running server-based applications as opposed to client-based applications. One of the biggest benefits is that you only have to install the program in one place. Rather than having to deploy an application to hundreds or thousands of desktops and then administer, maintain, and update the application on those hundreds or thousands of desktops, an administrator can simply install the software on a single server or group of servers. Any maintenance and updates can be performed on the servers, and the changes are available to all of the clients instantly.

Many companies have taken the concept of server-based applications and changed it into Web-based applications, enabling a much broader range of clients to access them. Server-based applications are typically only accessible from within the network and may be operating system-specific in terms of what clients can access them. The Web, on the other hand, is available everywhere and is operating system-independent. So whether a user is using a WinXP desktop on the local network or a Mac OS X computer from her home 2,000 miles away, the Web-based application will provide the same experience for either scenario.

Server-based and Web-based applications do have a downside, though. The server can only handle a finite number of connections and network traffic. The server is also limited by its processing power, memory, and other specifications. That is where an application accelerator solution or AFE (application front-end) comes into play.

Doron Meirom, president of Crescendo Networks ([www.crescendonetworks.com](http://www.crescendonetworks.com)), makers of the Maestro Platform application front-end, explains that, with all of this processing overhead, "applications and the servers that run them are not optimized. Resources are not properly allocated, and users suffer. Sometimes network administrators also suffer because they try to solve the problem by adding additional servers, even though

the ones they have aren't optimized. With an AFE in the system, five servers may suffice. Without any front-end offload and intelligence, they may need 15 or 20 servers. This can become an operations nightmare."

### Sharing The Load

Rather than just providing more servers to increase the processing power and load-handling capacity of the systems running the application, an application accelerator platform

### Feature Comparison

Features	Crescendo Maestro	Juniper Networks WX	Microsoft ISA
Traffic Management	*	*	*
Layer 7 Switching	*	*	
TCP Offloading	*	*	*
URL Content Inspection		*	
SSL Offload	*	*	*
Proxy Caching		*	*
HTTP Compression	*	*	

helps to process the data more intelligently to provide a faster, smoother experience for everyone accessing the application.

Application front-end systems use two primary methods to optimize the processing and data transmission between the application and the client systems: offloading processing overhead and data compression.

The application servers, by definition, need to perform the processing necessary to run the actual application. But peripheral processing, such as the management of the TCP connections between the servers and the clients, can be done by an application front-end, relieving some of the processor-intensive workload from the servers.

Above and beyond processing the actual application, a large number of TCP connections must be constantly set up and torn down, and a large volume of concurrent connections must be maintained. An application acceleration platform can also help to manage the processing of SSL connections.

Meirom describes how the Crescendo Maestro platform and its SLT (short-lived transaction) technology help to offload this processing workload from the servers. "SLT sets up a small number of long-lasting TCP connections between Maestro and the servers. Maestro, in turn, terminates all incoming TCP connections from the clients and processes all HTTP requests arriving over these connections. It then uses the small number of server-side connections to deliver the requests to the servers."

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### Maximizing Data Flow

The other method used by application accelerator platforms to optimize performance is compression. When an application is installed on the local hard drive, data can be accessed in milliseconds, and the processor is only microseconds away. When users access a server-based application, they want their experience to be as identical as possible to having the software on their own computer; however, the speed that data travels across a LAN or WAN is significantly slower and can impact the application performance.

By using some type of compression algorithm, the application front-end can maximize the data flow to get the fastest possible throughput between the server and the client. Many servers are capable of performing data compression to minimize bandwidth consumption, but data compression requires a significant chunk of processing power. The Crescendo Maestro platform performs the data compression external to the servers so the servers can focus on processing the application.

The Juniper Networks WX Application Acceleration Platform ([www.juniper.net](http://www.juniper.net)) uses a patented compression technology called MSR (Molecular Sequence Reduction). MSR enables up

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# New Frontiers In Mesh Networking

## Use This Technology To Meet Tricky Wireless Networking Requirements

by Will Kelly

...

WIRELESS CONNECTIVITY requirements are growing more complex as organizations face challenges in terms of facility physical obstructions, security, and expensive cabling. Enter mesh networking, sometimes called wireless mesh networking, which enables continuous wireless connections between the nodes on the mesh network. PSTNs (Publicly Switched Telephone Networks) and the Internet are two examples of the mesh networking you use every day. When signals on a mesh network encounter an obstruction, the signal "hops" from mesh network node to node until it can establish a wireless connection.

Mesh networking is a hardware solution using a hardware node or nodes to create a mesh network. Mesh networks are decentralized, and the mesh node or nodes composing a facility's mesh network can secure the best routes for the wireless signal while connecting to multiple nodes on the mesh network. Typically, three to five signal routes remain open full-time to carry wireless networking signals.

### Mesh Networking's Allure

Mesh networks thrive in environments where the coverage area is extensive, such as outdoors, and in interiors with line of sight obstruc-

### Mesh Networking As A Physical Security Option

As post-9/11 security concerns and physical security requirements for compliance programs such as Sarbanes-Oxley organizational security dollars, mesh networking is an attractive physical security option offering organizations an economic method of deploying video surveillance equipment. In fact, Firetide's Magnus Gunnarsson says that 35% to 40% of the interest in Firetide's mesh node hardware is from customers seeking to extend their physical security measures by deploying IP-based cameras from mesh nodes.

Much as you can deploy mesh nodes to extend your wireless network, you can do the same by implementing mesh networking nodes across a facility such as a warehouse and connecting IP-based cameras to a central management console via the mesh network connected to your existing wireless/Ethernet network. Think of the cost savings of not having to run wiring for security cameras throughout your facility.

tions that can't be traversed with one or two network hops. Another case for mesh networking is temporary wireless networks such as those for a conference or other special event.

Mesh networking has many advantages over traditional wireless networking, especially in a small to midsized enterprise environment. As a



Mesh nodes such as Firetide's HotPort 3100 Indoor Mesh Node are plug and play and are an extension of your existing wired/wireless network.

networking technology, mesh networking also thrives in atypical scenarios where traditional wireless networking stumbles, such as warehouse environments or structures that contain lots of steel and wiring that interfere with signals broadcast from traditional wireless routers. Additionally, the cost of adding mesh network nodes to extend your existing network is oftentimes more economical than running Ethernet cable.

While mesh networks are gaining ground in such applications as hospitality networks, public and private Wi-Fi hotspots, and healthcare and campus environments, SMEs can look to mesh networking solutions for secure, redundant, and flexible wireless networking.

Magnus Gunnarsson, vice president of product management for Firetide, a mesh networking hardware manufacturer, says, "Mesh technology has been around since the '70s and is now being packaged for more commercial uses. Wi-Fi is the driver behind mesh networking, but ultimately there is a paradox to building wireless networks. Running wires to access points is expensive. With mesh networking, there is no need for running new Ethernet."

According to Gunnarsson, "Mesh networking adds security and redundancy to your network." Unlike traditional Wi-Fi networks, mesh is self-healing and resilient. Because of the nature of mesh networking, it eliminates single points of failure. Mesh networking hardware can accommodate three layers of security, including basic WEP (Wireless Encryption Protocol) and up to 256-bit AES (Advanced Encryption Standard) encryption.

Mesh Networks can support multiple VLANs (virtual local-area networks) on

one physical trunk of your network or across your enterprise network.

While mesh nodes as a hardware device may share some kinship with wired or wireless access points, it's important to see mesh networking via mesh nodes as a way to extend your existing wired and wireless network. A mesh network is fully compatible and interoperable with all the major networking protocols, including VPN tunnels, IPv6, and other major standards. Additionally, a mesh network as a VPN switch can support non-IP protocols including NetBIOS, SNA, and AppleTalk.

### Mesh Networking As A Wireless Networking Alternative

The startup costs for implementing a mesh node or nodes in your SME are for a complete hardware/software solution. There is no requirement for specialized services engagements to install the hardware. However, some situations, such as dealing with facilities that include a lot of steel or other heavy obstructions, may require a site survey. Firetide's Gunnarsson, speaking from experience, ranks buildings with a lot of steel infrastructure as a tricky situation requiring a site survey, so the radio signals from mesh nodes can traverse the obstructions.

Mesh nodes are plug and play. Take, for example, the HotPort 3100 Indoor Mesh Node from Firetide ([www.firetide.com](http://www.firetide.com)). You can plug the mesh node directly into an open network port using an Ethernet cable. The mesh node includes its own management and configuration software to get your mesh network up and running in under an hour, according to Gunnarsson.

After plugging the mesh node into an existing network, the attached mesh node becomes an Internet gateway, and if you are deploying multiple mesh nodes, the nodes will find each other to form the mesh network.

Another appeal of mesh networks is their integrated management software. When developing requirements for a mesh network, consider mesh networking solutions with intuitive centralized management tools that can manage single or multiple mesh networks from a single LAN or WAN. The management software should also include live monitoring over individual mesh nodes and the entire mesh network.

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## WHAT'S HAPPENING

# The New School Of Network Analysis

## How Healthy Is Your System, Really?

by Chris A. MacKinnon

• • •

**NETWORKS ARE GETTING** larger and more complex, and IT managers and network engineers are faced with a growing number of network technologies. Although some would rather balance the enterprise on one finger, most IT staff are increasingly concerned about network management and analysis. Terry Slattery, CEO and founder of Netcordia, says the current state of network analysis is forcing IT staff to seek out tools that provide automation, integration, and a much broader scope.

Slattery says there are several niche players focusing on specific network technologies such as route analysis or VoIP analysis, but Netcordia covers comprehensive network analysis, including configuration, VoIP, VLANs, routing, wireless, and VPN analysis. He says, "The niche products can be very deep in their respective areas, but it is unrealistic in terms of both price and time to expect a network engineer to be able to master all of these tools and still have

ability in the infrastructure. He says while these don't sound as alluring as Gig E, WiMAX, and Web services, the reality is that network engineers are being required to run their networks in a far more mature and businesslike manner than before. Slattery says gone are the days of experiments on the production network, undocumented changes, and finger-pointing to other departments.

Slattery says IT infrastructure people need to be responsible for infrastructure security vulnerabilities, just as the IT security department maintains the firewall, client, and server security. He says they need to be able to produce frequent network audits and maintain the consistency, completeness, and documented status of all network device configurations. All of these tasks can be tedious and time-consuming, Slattery says, so they must be automated.

NetMRI, Netcordia's enterprise network analysis appliance, does precisely that. Slattery says, "The beauty of it is the simplicity of its approach in providing configuration audit reports, the immediate value it

NetMRI offers an intuitive interface, letting engineers easily set up configuration comparisons and rule conditions that automatically provide a detailed audit on hundreds or thousands of routers, switches, concentrators, firewalls, and other devices of interest to the network managers.

### The Doctor Is In

Netcordia likens its network analysis approach to an MRI (magnetic resonance imaging) machine that doctors use in

## Netcordia, Inc.

healthcare as a tool to increase their effectiveness. Slattery says, "NetMRI provides that same increase in effectiveness to network engineers. The appliance auto-discovers and auto-reports problems so that network engineers can work ahead of the curve and solve problems before failures. One very significant difference is that NetMRI is based upon our Diagnostic Base of preconfigured best-practice models and rules, so more time is spent fixing problems rather than working on setting up and maintaining the tool."

Another significant factor, Slattery notes, is NetMRI's ability to analyze network subsystems where multiple routers and switches must operate correctly to provide network connectivity for business-critical applications. The appliance is based on a high performance Intel platform with custom Linux, Apache, MySQL, Perl, and Java software. Slattery says, "The implementation is very stable, running for long periods of time with little or no maintenance required by network staff, increasing the usability of NetMRI and the return on investment. It installs in less than 30 minutes, or about the same amount of time required for a home router or cable modem."

The best part about NetMRI's network discovery and reporting ability is the level of automation. Slattery says, "The morning after installation, the comprehensive audit, analysis, and network health reports are available via Web browser interface, or sent via email, with PDF printing ability."

### New School Network Management

Why would data centers and IT managers care about Netcordia's technology? It comes down to best practice. Slattery says, "The old-school network management systems used simplistic methods to report network failures, often after failures had occurred. NetMRI, however, uses rules and models that correspond to networking best practices as defined by the major network equipment vendors and network experts around the world." Slattery says using best practices increases network performance and availability by identifying issues that, when corrected proactively, can avoid outages. "Avoiding network outages so as to improve the delivery of business applications is really what IT (pun intended) is all about."

Slattery also says that Netcordia's approach is unique. He says Netcordia's emphasis is on being proactive rather than relying on typical monitoring reactive failure notifications. "Our clients use NetMRI to supplement failure notification with a tool that advises them, for example, that the root bridge selection on a given VLAN is misconfigured, which is causing slowdowns and brownouts but no red alarms on the failure notification system." Slattery says no other solution is as easy to install and use, requires as little maintenance or tuning, and has zero requirements for lengthy training classes.

Netcordia has also developed the Network Health Scorecard, which would appeal to CIO-level recipients as an independent assessment of network health. The Network Health Scorecard helps to reveal the details that network engineers need to resolve their respective problems. Netcordia's immediate horizons include the Network Diagnostic Center, which will let larger clients have multiple NetMRIs deployed on a distributed basis, with key reporting rolled up and presented in summary form. Slattery says correlation across units on a global level will allow a single view into trends and best practices that can be quickly communicated and replicated even in the largest of networks. □

## Netcordia has also developed the Network Health Scorecard, which would appeal to CIO-level recipients as an independent assessment of network health.

time to get the job done. An integrated, comprehensive tool that automatically operates using embedded best practices is a far better way to run a network."

### Meeting Today's Challenges

According to Slattery, the new key challenges facing the network analysis industry include compliance, audit, and vulner-

provides, and the natural way it feeds into a better operating network. Since each network is different in terms of specific Access Control Lists, IP addresses, and other configuration settings, NetMRI uses a Google-like search ability to evaluate all configurations for the presence of (or absence of) specific variables, parameters, or terms."

## TWO TERMS



### I NFC (Near Field Communication)

**What it is:** NFC is a new wireless technology that has a very low—up to 10 centimeters—range and operates on the 13.56MHz frequency band. This low operating range makes NFC ideal for applications where data must be exchanged between two electronic devices very close to each other. A Philips spokesperson said NFC's small operating range simplifies security because NFC-enabled devices will only "hear" other devices that come within the operating range.

**Why you should care:** NFC backers are promoting the use of NFC as a way to standardize and really increase the use of contactless technology for commercial purposes. With an NFC-enabled phone, a customer will be able to purchase a concert ticket or pay for gasoline simply by placing her mobile phone near an NFC-enabled POS (point of sale) terminal. So wireless carriers, cell phone manufacturers, and credit card issuers are all jumping on the NFC bandwagon.

**Related products and manufacturers:** Philips and Sony are developing NFC chips for use in NFC-enabled handsets from manufacturers such as Nokia, Samsung, and Motorola. Also,

companies such as VIVOTech manufacture and market POS terminals and devices that "talk NFC."

### I RFID (radio frequency identification)

**What it is:** RFID is the use of electronic "tags," also known as transponders, to store information about something. The type of information usually stored in an RFID tag is some type of identification. So a manufacturer can use RFID technology to mark products with lot numbers, company information, price, etc. RFID tags can be read using specialized readers that retrieve the information in a tag by capturing the radio frequency transmitted by the tag. The commercial applications of RFID technology appear limitless.

**Why you should care:** Corporate titans such as Wal-Mart are embracing RFID. Wal-Mart's use of RFID means businesses that work with the behemoth (maybe even your company) will have to use RFID. For example, Wal-Mart might request that all suppliers mark their products with RFID tags.

**Related products and manufacturers:** Examples include major players such as Texas Instruments, IBM, and even Microsoft, plus a whole slew of small and medium-sized companies manufacturing and marketing RFID equipment.

## Next Week In Processor . . .

### Coming In Our February 10 Issue:

Even though Vista won't be available for several months, now is the time to start preparing your data center and enterprise for an eventual upgrade. What will the upgrade require? What's in Vista that will make life easier for the small to midsized enterprise?

You'll also find:

- A look at some novel new ideas for racks and cabinets
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- Why it's important to figure out IT's role in your enterprise
- How IP address management can help simplify your network
- Overviews of five of the newest products on the market

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**ASA  
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## Want your business to be more productive?

The ASA Servers powered by the Intel® Xeon™ Processor provides the quality and dependability to keep up with your growing business

**Hardware Systems For The Open Source Community - Since 1989**

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### 6TB + in 5U - \$7,600

Intel® 7501, Dual Intel® Xeon™ 2.8GHz  
 512 MB DDR ECC RAM *Max: 8GB*  
 6TB + IDE Storage  
 Dual Gigabit LAN, CD+FD, VGA  
 Options: SATA Drives, Firewire,  
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### Storage Solutions

IDE, SCSI, Fiber RAID solutions  
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Dual Intel® Itanium® 2 1.4 GHz  
 2 GB ECC DDR  
 1 of 4 x 40 GB HDD  
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 Based on Supermicro 6113M-i



### Clusters

Rackmount and Desktop nodes  
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 40GB Hard Drive  
 One 10/100/1000 NIC  
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SuperMicro 6014H-82 Barebones  
 Dual Intel® Xeon™ 2.8 GHz 800 FSB  
 1 GB DDR II-400 RAM *Max: 16GB*  
 36 GB 10K RPM SCSI *Max: 4 HS HDD*  
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 Options: RAID, etc.



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**Manufacturer Presentation**  
*End Nodes - Storage Advertisement*

## Network Attached Storage Solution

Up To 1.6TB & Incorporates Serial ATA Hard Drives

### TeraStation

#### Features:

- Four operational modes: Standard, Spanning, Mirroring and RAID 5
- Removable hard drive rack to allow quick swapping of hard drives should a drive fail
- Advanced RAID system to continually check hard drive performance
- 10/100/1000 Gigabit Ethernet port and Jumbo Frame capability for higher transfer speeds
- Heat-release-conscious design with smart layout and ventilation supply
- Memeo™ Easy Backup software included
- Large silent fan to release HDD heat effectively and quietly
- Four USB 2.0 ports, allowing 4 simultaneous USB connections
- Built-in print server for sharing and managing a USB printer on the network\*
- Built-in FTP server functionality
- Easy setup wizard and management through intuitive Web interface



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**Manufacturer Presentation**  
*End Nodes - Storage Advertisement*

## Saturn Cipher Hard Drive Kit



The Saturn Cipher Enclosure kit is one of the most advanced hardware-based hard drive encryption solutions in the market.

You can encrypt SATA hard drives, IDE hard drives, or 2.5" IDE hard drives. It is easy to deploy and implement. There is no software to install and no training is required. Using proven standard encryption algorithms and the special Saturn hardware design, Saturn Cipher offers practically bulletproof protection to your sensitive data stored inside the hard drive.

You can use the Saturn Cipher drive enclosure as an external hard drive, as a removable hard drive, or as a drive cartridge. The Saturn Cipher enclosure kit is designed almost identical to the regular Saturn enclosure kit. The only difference is the additional encryption key and electronics in the Saturn Cipher drive enclosure. As a result, Saturn Cipher has the same flexibility and convenience of the regular Saturn enclosure kit.

If you already have invested in the regular Saturn drive kit, you can add the Saturn Cipher solution by just purchasing the Saturn Cipher drive enclosure. The Saturn Cipher drive enclosure will mix in nicely with your existing Saturn drive cradle, share the same Saturn interface cables, power adapter and all other Saturn accessories.

**Addonics** (408) 433-3899

For More Information, Visit  
[www.Processor.com/Addonics5](http://www.Processor.com/Addonics5)

**Manufacturer Presentation**  
*End Nodes - Printer Advertisement*

## New TDS450 Large-Format Print System



#### New Scanner Promotes High-Quality Images and Faster Communication

In a collaborative work environment, a drawing may be marked-up or red lined to highlight changes. The Océ TDS450 easily captures this information either for immediate printing; for electronic distribution to engineers, designers, contractors or vendors; or for archiving. With the flexibility to scan in color and monochrome with one scanner, the Océ TDS450 provides a single platform that streamlines communication within an organization or across multiple sites saving hours or even days in the drawing distribution and review process. Organizations not yet ready for full-color production printing can become one step closer to a future color workflow with this scanner.

#### Design Simplicity Optimizes Workflow and Increases User Productivity

The Océ TDS450 is designed to enhance user productivity through pre- and post-processing work functions that optimize workflow. The new system minimizes time spent preparing print jobs, defining copier settings, waiting for prints and manually collating sets of drawings. The intuitive user panel and customizable scan-to-file and copy settings ensure that users get the output they require quickly and easily. With automatic features such as auto width detection, roll selection and set collation, users spend less time completing print and copy jobs and more time on their core responsibilities.

#### Advanced Technologies Streamline Output Production

The Océ TDS450 includes the innovative Océ Power Logic® controller, ensuring rapid processing of large files and concurrent scanning, copying and printing – thus minimizing queue length and employee downtime. Repetitive tasks are eliminated since the Océ TDS450 queue manager enables the reprinting of copy and print jobs as well as the prioritization of jobs. Additional time-saving features include the company's patented Radiant Fusing technology within the print engine of the Océ TDS450. This eliminates machine warm-up time since the system is "instant-on" so documents can be printed quickly whenever needed.

[www.Processor.com/OCE2](http://www.Processor.com/OCE2)

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Chicago, IL 60656  
Phone: (773) 714-4427  
Fax: (773) 714-4056



**Manufacturer Presentation**  
*End Nodes - KVM & Console Access Advertisement*

## 4-Port USB Audio KVM Switch Kit

The best valued and most versatile 4-port USB 2.0 Audio KVM Switch from ConnectGear - UG104. This switch manages up to four PCs or Macs equipped with USB 2.0 or 1.1 ports from a single PS/2 keyboard, PS/2 mouse and monitor. It has a built-in console audio jack to allow connected PCs or Macs to share the speakers. UG104 is the best-valued KVM switch because it also offers three built-in USB 2.0 ports for USB peripheral sharing among connected PCs or Macs such as printers, scanners, external hard drives, and cameras.

UG104 features intelligent PS/2 mouse and keyboard emulation to ensure flawless bootups. User can either use push buttons or on-screen display (OSD) menu for port selection. In the Auto Scan mode, different (5 ~ 30 sec.) time intervals can be set to monitor the computers.

UG104 comes with four sets of special 6-foot USB cable kits with audio plugs for your convenience.



#### Key Features:

- Easy to install - no software required, complete installation within minutes using bundled cables.
- Easy to operate - port selection using push buttons or on-screen display (OSD) menu.
- Flawless booting - PS/2 keyboard and mouse emulation for error free bootup.
- Audio support - console audio jack provided for speaker sharing.
- Built in USB hub - 3 additional USB 2.0 ports for sharing USB devices such as printers, scanners, cameras, and external hard drivers.
- LED indicators - color-changing LEDs for easy system status monitoring.
- Bundled cables - four special six-foot USB cable kits with audio plugs are included.
- Auto Scan - auto scan function with variable scan time interval settings.
- Metal casing - rugged metal case and compact design for easy placement.
- Warranty - one-year limited warranty

3653 Yale Way  
Fremont, CA 94539  
(510) 438-0869  
[sales@connectgear.com](mailto:sales@connectgear.com)

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**Manufacturer Presentation***End Nodes - Server Appliance Advertisement***Barracuda Spam Firewall 900**

New Barracuda Spam Firewall 900 Raises the Bar for Spam and Virus Filtering for Large Organizations



\$29,999

**NO PER USER LICENSING FEES!**  
22 million emails per day capacity  
15-30,000 active email users

The Barracuda Spam Firewall 900 offers the largest quarantine storage capacity and the fastest throughput available for an email gateway appliance.

The Barracuda Spam Firewall 900 builds on the power and reliability offered with all Barracuda Spam Firewall solutions, and it includes 300GB storage capacity for quarantined messages and four CPUs for higher-volume email processing. Similar to its predecessor, the Barracuda Spam Firewall 800, the new Barracuda Spam Firewall 900 features advanced capabilities, including redundant hotswap power supplies and dual Gigabit Ethernet ports. Another key feature included with the Barracuda Spam Firewall 900 is multiple RAID arrays for greater performance.

The Barracuda Spam Firewall 900 also offers key outbound filtering techniques, such as outbound email attachment scanning, Barracuda Networks Rate Control System for protection against open relays and zombie PCs, as well as support for inbound and outbound STARTTLS encryption. Multiple Barracuda Spam Firewall 900 units can be clustered for greater email redundancy and higher capacity.



Learn more information at:  
[www.Processor.com/Barracuda12](http://www.Processor.com/Barracuda12)  
or call us at  
1-888-ANTI-SPAM

**Manufacturer Presentation***End Nodes - Server Appliance Advertisement***Proofpoint Messaging Security Gateway****The Most Powerful, Secure Appliance for Messaging Security**

The Proofpoint Messaging Security Gateway™ delivers the industry's most complete and effective security for enterprise messaging infrastructures. It combines a robust, enterprise-class MTA with perimeter security, antispam, antivirus, secure messaging and outbound content security capabilities in an easy-to-deploy, hardened appliance. Proofpoint's antispam appliance is available for both large enterprises (the P-Series appliance) and small and medium-sized businesses (the X-Series appliance).

**Features:**

- Secures your network against spam, viruses, connection-level attacks and hackers—right at the gateway.
- Proofpoint MLX™ machine learning technology provides unrivaled antispam effectiveness and content filtering accuracy.
- Protects your enterprise from liability created by noncompliant or offensive emails.
- Protects valuable intellectual property and trade secrets.
- Deploys in just minutes by simply plugging in to your network.
- Supports encrypted email via TLS or popular third-party secure messaging systems.
- High-performance MTA proven in the most demanding enterprise email infrastructures.
- Hardened and vulnerability-tested appliance exceeds enterprise and government security requirements.
- Integrates with enterprise identity management systems such as Active Directory, Domino Directory and other LDAP sources.
- The Proofpoint Messaging Security Gateway delivers the powerful features of the best-in-class Proofpoint Protection Server® right out of the box—without the need for extensive customization.

**For More Information, Please Visit**  
[www.Processor.com/Proofpoint](http://www.Processor.com/Proofpoint)



10201 Torre Ave  
Cupertino, CA 95014  
(408) 517-4710

**Manufacturer Presentation***End Nodes - Component Advertisement***Sensory Networks announces the NodalCore IPS Accelerator for Snort with Gigabit Performance.**

Their patented NodalCore technology turbocharges the world's leading Intrusion Detection and Prevention System to gigabit rates with unrivaled rule support.

Sensory Networks, the leader in acceleration technology for network applications, today released the NodalCore IPS Accelerator for OEM vendors of IDS, IPS, and UTM systems. The accelerator supports the Snort engine and performs content inspection of network traffic while assessing Snort rules in real time.

Traditional architectures dramatically drop in throughput once deep-inspection is turned on, according to Sensory. By offloading the CPU intensive content-matching functions to a pre-integrated C-2000 MX or Ultra PCI cards, it reduces system resource contention and accelerates throughput. It comes with the following features:

- 1Gbps end-to-end throughput with 60,000 rules loaded
- Compatible with Snort 2.4 and older versions
- Preprocessor support includes TCP stream reassembly, IP defragmentation and URI decoding.
- Suitable for OEM vendors of IDS, IPS and UTM systems
- Available now for C-2000 MX and Ultra PCI cards

Sensory Networks is a leading OEM provider of high performance network security acceleration technology. The company's NodalCore hardware acceleration products include a broad range of chipsets, accelerated software libraries, PCI acceleration cards and appliance platforms for Antivirus, Antispam, Antispyware, Content Filtering, Firewalls and Intrusion Detection/Prevention systems

**For More Information Please Visit:** [www.Processor.com/SensoryNetworks3](http://www.Processor.com/SensoryNetworks3)

- 2595 East Bayshore Road Suite 200 • Palo Alto, CA 94303
- [info@sensorynetworks.com](mailto:info@sensorynetworks.com) • (650) 292-4636



**SENSORY**  
N E T W O R K S™

**Manufacturer Presentation***End Nodes - Components Advertisement***1.5U New & Innovative Server Form Factor**

As the leading rackmount server and storage enclosure designer and manufacturer, AIC continues to provide cutting-edge enclosure solutions by unveiling the World's first 1.5U rack-mountable server enclosure, the RMC15.

**Features & Benefits****Compared to 1U form factor**

- More cost-effective
- 31% more airflow
- Less Fan Acoustic Noise
- 23% Thermal Improvement
- Less Vibration Issue
- Lower maintenance cost

**Compared to 2U form factor**

- Less Space required for the same storage capacity
- Higher I/O Performance per Rack
- More Cost-effective

**What Experts Said:**

• "AIC's new RMC15 1.5U chassis is ideal for PSSC Labs' high performance computing solutions. It offer excellent thermal and acoustic solution as well as a space-efficient mechanical design. PSSC Labs continues to work with AIC to provide the most reliable, cost-effective solutions in the HPC industry."

Alex Lesser, VP Sales/Marketing, PSSC Labs

• "1.5U form factor is indeed a ground-breaking invention providing advantages from both 1U and 2U form factors. The PCI expansion, dedicated cooling strategy and space-efficiency make it a cost-effective solution to the market today. As the leading motherboard solution provider, Iwill USA will continue to partner with AIC to accelerate the trend of providing innovative solutions."

Adam Chou, General Manager, Iwill USA, Inc.



[www.Processor.com/AIC](http://www.Processor.com/AIC)

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Fax: (626) 581-4320

## Manufacturer Presentation

*End Nodes - Storage Advertisement*

Affordable & Reliable  
Enterprise-Quality Data Protection  
For Small & Medium-Sized Businesses



Small and medium-sized businesses can now enjoy the same class of data protection as large enterprises, thanks to Accordance Systems' new ARAID™. Connected to either local PCs or a central server, the ARAID™ IDE and SATA controllers' RAID 1 capability has now been expanded to protect Registry files, open database files, and application files. ARAID attaches directly to your drive port or externally via your USB or Firewire.

Accordance Systems' ARAID is the first low-cost RAID system of its class, disk mirroring all computer files for disaster recovery and data backup.

The Accordance ARAID controller supports dual hard drives and mirrors data onto both drives. As data gets written to one disk, it is automatically copied to the second disk. If one disk fails, the data is protected on the other disk. To replace a failed hard drive, the user simply pulls out the removable ARAID hard drive tray, pulls out the bad disk, and replaces it with a new one. **The ARAID automatically copies the data from the remaining good drive onto the newly inserted hard disk.**

The ARAID is commonly used for backup by using three hard drives: one that stays in the ARAID controller and two that are rotated in and out. The removed hard disk is taken offsite to provide reliable and secure storage of valuable data against disaster scenarios. This is an effective replacement to using tape cartridge backup systems. **Studies have shown that a third of all tape backups never finish correctly.** Disk-based backups using the ARAID are less expensive, less labor intensive, and more reliable than tape-based backups.

3636 Westown Parkway, Suite 203  
West Des Moines, IA 50266  
Phone: (866) 334-4446  
Fax: (515) 226-3462

[www.processor.com/Accordance](http://www.processor.com/Accordance)  
**ACCORDANCE**

## Network Attached Storage

[www.Processor.com/MDI](http://www.Processor.com/MDI)



Express Stor is a multifunction appliance that provides a consolidated management point for controlling primary and secondary storage. It acts as a centralized NAS that more efficiently accesses, shares and distributes information across the enterprise and provides high-speed access to large data stores. Users easily find data and share files among various operating systems.



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Lake Mary, FL 32746  
Toll Free: (800) 228-0891  
Phone: (407) 472-6000

## Network Attached Storage

[www.Processor.com/CuttingEdge](http://www.Processor.com/CuttingEdge)



- Robust storage server ideal for: Math Applications, Scientific Modeling, and Weather Forecasting
- 64-Bit EdgeWare™ Storage Operating System
- Four Dual Core Opteron Processors
- NAS or IPSAN Configuration
- 24 TB Storage Capacity
- Optimized components for maximum Performance

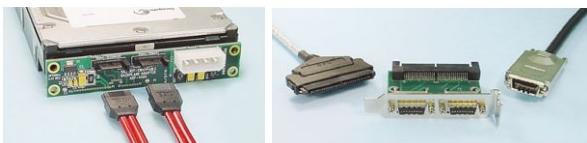
**CUTTING EDGE**  
Network Storage Solutions

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Phone: (619) 667-7888

El Cajon, CA 92020  
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## Storage Component

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### Serial Attached SCSI - SAS

- Internal and External Cables
- Drive Backplane Adapters
- High Density 4X Chassis Adapters
- 4X and Multilane Cables
- Sgl/Dual Channel Dr Cables
- Chassis Adapters
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- Single/Dual 4X to Single/Dual Multilane
- In Stock!!!



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## Storage Component

[www.Processor.com/Bason](http://www.Processor.com/Bason)



- For SATA Hard Drive
- Fits standard 5.25" bay
- Aluminum sided
- 3 built-in fans
- Auto-close doors keeps dust out
- Key lock to secure your data
- 1 Year Warranty

### BASON COMPUTER

555 E. Easy Street  
Phone: (805) 426-1000

## Manufacturer Presentation

*End Nodes - Workstation Advertisement*

### Pentium M-based Book PC



Equipped with the Intel® Pentium® M/Celeron® M high-performance processor, the **BPC-8080** answers the demands for Point of Sale (POS) Terminals, interactive kiosks, Automated Teller Machines (ATMs) with expanded capabilities, gaming terminals and even high-rel and harsh environment equipment.

The **BPC-8080** is engineered for the Intel 915GM and ICH6M chipset platform and supports DDR2 SDRAM DIMM sockets up to 2GB of memory. Also, with the onboard Intel 915GM built-in Intel Graphics Media Accelerator (GMA) 900, it delivers superior multimedia capabilities. With its PCI Express expansion slot, the **BPC-8080** also offers an option to add other devices such as graphic cards.

The **BPC-8080** features completed I/O connectors such as 4 COM ports each with 5V or 12V voltage selectable, 1 parallel port, 1 slim FDD interface, 2 EIDE interfaces, keyboard, mouse, line-out, 1 Giga LAN and 6 USB 2.0 ports. The **BPC-8080** comes with VGA and DVI output, and it provides an excellent solution for dual display and unparalleled resolution experience.

With the compact size, including low power/high-performance processing platform, hard disk drive, DVD-ROM, PCI Express slot, multiple input-output ports and Gigabit Ethernet communication etc., the **BPC-8080** is undoubtedly the one to maximize your productivity.

**For More Information:**  
[www.Processor.com/ProTech](http://www.Processor.com/ProTech)

**PROTECH SYSTEMS**  
It's a right choice

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## Storage Component

[www.Processor.com/areca](http://www.Processor.com/areca)



### PCI-Express SATA II 3Gb/s RAID Controller

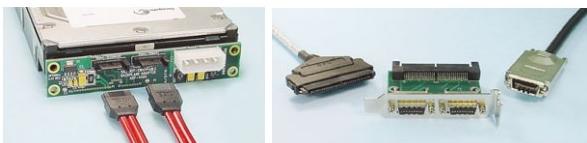
Featuring RAID 6 and also 0, 1, 0+1, 3, 5 and JBOD 4, 8, 12, 16, 24ports, Intel I/O Processor, DDR Memory Online RAID Level/Stripe Size migrations, Online RAID Capacity expansion and RAID level migration simultaneously, NCQ and Staggered Spin-up Support, Battery Backup ready, I2C, Full OS Support.

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## Storage Component

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### Serial Attached SCSI - SAS

- Internal and External Cables
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- 4X and Multilane Cables
- Sgl/Dual Channel Dr Cables
- Chassis Adapters
- 4X to (4) 7-Pin SAS/SATA
- Single/Dual 4X to Single/Dual Multilane
- In Stock!!!



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## Storage Component

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- For SATA Hard Drive
- Fits standard 5.25" bay
- Aluminum sided
- 3 built-in fans
- Auto-close doors keeps dust out
- Key lock to secure your data
- 1 Year Warranty

### BASON COMPUTER

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## Workstation

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**SUPERMICRO**®

The 1st SATA RAID 5 Hot-swap Midtower Chassis in the World!



- Dual Intel Xeon processors up to 3.06GHz
- Super X5DAL-TG2 server board/533FSB
- Up to 8GB ECC Reg. DDR 266 SDRAM
- 1 8 x AGP Pro 1.5V slot
- 2 64-bit PCI/X 66/133, 2 32-bit PCI
- Dual Gigabit LAN Ports
- 12" x 9.8" ATX form factor

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Introducing

# CTX Industrial Solutions and innovative Digital Signage



## CTX 1U Rack Mount Console Drawer

CTX's new LDS 1U rack mount console drawer is an all-in-one unit that combines an LCD monitor, keyboard, and point device, all within its ultra-thin (1.75" high) console. Its space saving design and industrial durability makes it the ideal rack mount solution for network administration, telecommunication, mobile applications and more! The 1U rack mount is constructed with durability in mind. With a combination of steel and aluminum, it is lightweight and cost-effective to be used in most commercial and industrial applications

Available: 15", 17", 19" (8-port optional)

Starting at  
**\$899**  
LDS210D

## Digital Signage - MediaView/SmartView

- Applications include tradeshow display, advertisement, point-of-purchase
- Featured remote control allows different play modes to loop, autoplay, and program
- Play format includes MPEG 1/2/4, JPG, and MP3
- Built-in speakers or earphone
- Video output features single composite or S-Video
- Output format in PAL or NTSC
- Uses compact flash



7" - 32" models

## Open Frame LCD Monitor

- Grade A TFT/LCD panels ranging from 6.4" to 32"
- Integrated with touch screen options
- Integrated with high brightness and exclusive transflective technology options
- Integrated with waterproof NEMA 04/IP 65 options
- Designed for commercial, industrial, and custom applications.



6.4" - 32" models

## POS2500C Touch Screen - All-in-One

- Designed for harsh food service and retail conditions
- 15" A grade TFT LCD panel
- Built-in CPU
  - Intel Socket 370 Processors, Front Side Bus 66/100/133 MHz
  - Pentium III (Tualatin) up to 1.26GHz,
  - Celeron up to 1.5GHz
- Internal 802.11g wireless LAN



## POS2200 Series Touchscreen

- Designed for harsh food service and retail conditions
- Integrated ELO five-wire resistive touchscreen RS-232
- Easy touch on-screen display (OSD)
- Base removable for VESA mounting option
- 15" A grade TFT LCD panel



## Manufacturer Presentation

*End Nodes - Cases Advertisement*

### MRC-2CC 2U-12 Swap Bay Enclosure Rackmount Chassis



MRC-2CC

MMI's MRC-2CC is the first Fault-Tolerant 2U IPC Chassis with 12 Hot-Swap SATA 3.5" Hard Drive Bays. The MRC-2CC is designed to hold a standard ATX Motherboard and up to a N+1 Dual-Redundant 600W PFC Power Supply.

- Dimensions: 2U 20" Deep
- Form Factors: ATX
- Expansion: 3-Slot Horizontal PCI Slots, 7-Slot Vertical Low-Profile PCI Slots
- Drive Bays: 12 Hot-Swap/Backplane SATA 3.5" Drive Bays
- Chassis Cooling: 2 x 80mm fans, 1 x 60mm fans (Noise Killer)

With MMI as your technology provider, you get an edge over the competition. MMI has an in-house, dedicated, highly trained R&D team with the facilities, software, and equipment to get the job done. Quality material is the key to superior reliability and performance. MMI designs and builds its products so that the total cost of ownership is low.

**Call MMI today and let us know how we can  
be of service to you.**



More Info at  
[www.Processor.com/MMI](http://www.Processor.com/MMI)  
or call  
800-686-1890

## Manufacturer Presentation

*End Nodes - Storage Advertisement*

### SAFE Mobile Hard Drive

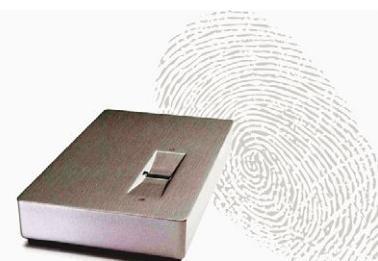
- New hardware encryption with DES or Triple-DES modes
- Unlock the drive by fingerprint recognition
- Protect confidential files from unauthorized use
- Compact bus-powered Hi-Speed USB 2.0 hard drive\*

Lacie's SAFE Mobile Hard Drive with Encryption with new DES or Triple-DES hardware encryption in 40GB, 80GB and now largest 120GB capacity is a revolutionary biometric access hard drive. The new encrypted model allows people to choose between different levels of security depending on their needs. LaCie SAFE with Encryption is ideal for transferring and carrying sensitive data without fear of misuse, unauthorized access or intellectual property theft if in the wrong hands.

Fingerprint authentication grants access to the drive. Compact SAFE drive casing is small enough to fit comfortably in a shirt pocket or bag. With advanced hardware encryption the highly portable LaCie SAFE Mobile Hard Drive with Encryption offers ultimate storage security for confidential files.

"We have incorporated the latest access control and encryption technologies and now offer two security level choices for addressing any professional or individual need for completely safe data storage," says Marie Renouard, LaCie Product Manager. "SAFE is the best deterrent for snoops who try to access your private files whereas SAFE with Encryption is better for those who need absolute security for their data."

LaCie SAFE Mobile Hard Drive with Encryption guarantees the highest-level protection for confidential files by employing hardware encryption in addition to biometric access technology. Data stored on the drive can be encoded in either DES (56-bit key) or Triple-DES (128-bit key) mode.\*\* The encryption key depends on a 24-character pass phrase stored onboard making each drive unique and impossible to hack. Up to five different users can be registered with customized access privileges such as read/write or read-only.



40GB LaCie SAFE Mobile Hard Drive  
with Encryption SKU 300810 \$219.99

80GB LaCie SAFE Mobile Hard Drive  
with Encryption SKU 300814 \$269.99

120GB LaCie SAFE Mobile Hard Drive  
with Encryption SKU 300818 \$399.99

[www.Processor.com/Lacie6](http://www.Processor.com/Lacie6)

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## Manufacturer Presentation

*End Nodes - Storage Advertisement*

### Enterprise Level Backup Priced for Small Business!!



#### PRODUCT FEATURES

- Take critical data offsite in three easy steps—Click-Eject-Archive™
- Archive data to removable SATA/USB Drives
- 500GB to 4.8TB storage capacities (9.6TB with client-side compression)
- Daisy-chain Sentio appliances to seamlessly add capacity as needed
- No per-client licensing fees
- Supports multiple concurrent backup and restore jobs in parallel
- Full, incremental and differential backup levels
- Network Attached Storage (NAS) partitioning to maximize unused storage
- Content Addressable Storage eliminates data redundancies
- Archived files tracked and located by database catalog
- Backup Exchange, SQL, Oracle databases
- Bare Metal Restore software to image an entire disk for quick recovery or to replicate systems



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or visit us at  
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## Manufacturer Presentation

*End Nodes - Storage Advertisement*

## Manufacturer Presentation

*End Nodes - Storage Advertisement*

### OptiVault™ Archival Appliance



### Life Insurance for Your Most Important Data

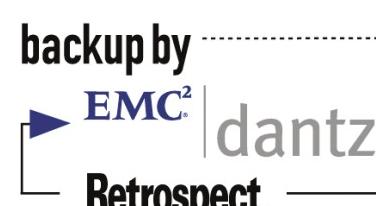
Like most companies, you probably use tape for backups. It's great for everyday use. But tape has a few issues. It can break. It wears out and can become demagnetized. It requires human intervention. All of these issues can put your most valuable data at risk.

The new OptiVault™ Archival Appliance solves all of these problems. It uses reliable, archival-grade optical media to backup critical files. Optical media is Write-Once-Read-Many (WORM), so it's also compliant with Sarbanes-Oxley, HIPAA, SEC 17-a and other data retention laws. OptiVault is the perfect automated solution when you can't lose:

- Employee emails
- Financial data
- Source code and engineering drawings
- Legal and medical records
- Other irreplaceable files and data

Call 1-800-797-2772 (USA and Canada) or +1-763-475-6676 for a copy of our FREE white paper "Life Insurance for Your most Important Data." Visit us on the Internet at [www.Processor.com/Primera](http://www.Processor.com/Primera) or email sales@primera.com.

OptiVault is powered by EMC Dantz® Retrospect® – The world's most highly acclaimed backup and recovery software.



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## Workstation

[www.Processor.com/ProTech](http://www.Processor.com/ProTech)



Equipped with the Intel® Pentium® M/Celeron® M high-performance processor, the BPC-8080 answers the demands for Point of Sale (POS) Terminals, interactive kiosks, Automated Teller Machines (ATMs) with expanded capabilities, gaming terminals and even high-rel and harsh environment equipment.

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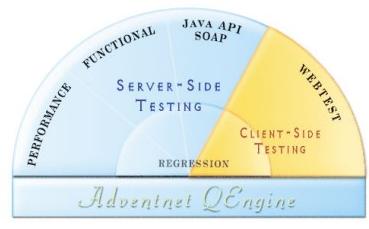
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## Application Development

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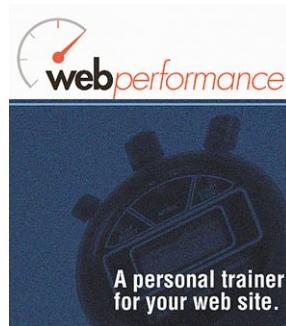
AdventNet QEngine is an extensive, platform independent Test Automation tool used for Web, functional, acceptance, performance, API and regression testing. Supports testing of applications developed using HTML, JSP, PHP, XML, SOAP, WSDL, e-commerce, traditional client/server etc. Tool is developed using Java which facilitates portability and multiple platform support Windows, Linux, and Solaris.

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**Are you tied up resetting network passwords?**

Let end users change expired and locked-out accounts with **myPassword** - the self-service password management Web site for Microsoft Active Directory.

**myPassword** is a secure way to eliminate password reset calls to your Help Desk.

**myPassword** includes:

- Question & Answer Profiles
- Audit Logging
- Real-time Email Notification

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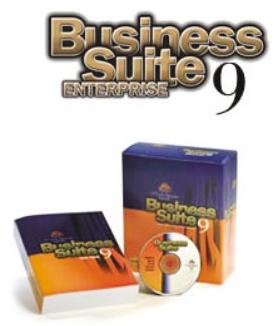
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QStar HSM (Hierarchical Storage Management) has been setting the standard for storage management since its introduction. QStar HSM has continued to evolve to provide even greater performance and data security for the lifeblood of your business. With thousands of installations around the world and supporting a wide range of archival media and platforms, your choice of a solution is now easier to make than ever before.

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ProClarity Analytics 6, version 6.1, supercharges the Microsoft business intelligence (BI) platform, making it easier than ever for IT to create a successful BI solution, and simpler than ever for decision makers to use it.

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## Manufacturer Presentation

*Software - Security Advertisement*

### Prevent Data Theft at the Source



The proliferation of portable storage devices in the workplace puts your network at a greater risk than ever of identity theft, data loss and spyware propagation. DeviceWall® from Centennial Software helps you combat these threats by preventing the use of unauthorized portable storage and wireless devices on the corporate network including:

- USB memory sticks
- iPods and other media players
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- USB & Firewire mass storage devices
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DeviceWall enables a central administrator to create and enforce a security policy that determines which employees in the company are able to access different types of devices. Any device type not explicitly permitted is automatically blocked. Security managers can remotely monitor the volume of blocked and allowed device connections on the network - even if they are not logged into the DeviceWall Control Center.

#### Why your business needs DeviceWall . . .

- Reduce risk of identity theft, data loss and espionage
- Prevent the spread of spyware, malware and viruses
- Comply with legal obligations & best practices
- Reduce legal risks
- Maintain full business productivity
- Handle exceptions quickly and easily

DeviceWall can be downloaded for a free 30-day no-obligation trial from

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## Manufacturer Presentation

*Software - Imaging & Printing Advertisement*



### Optical Image Technology Email Manager

The new version of Optical Image Technology's Email Manager includes several major enhancements that give it much more functionality and more configuration options for administrators than its predecessor.

The program is a powerful email archive system that allows an organization to store important emails in the fully secure DocFinity repository and locate them using one of the many retrieval options available. In the newest release, the program's ability to index emails is not limited to the traditional fields such as date, time, and sender. Any of the email's header information, both custom and standard, can also be used for indexing, allowing users more ways to store and retrieve emails. This enhancement provides more functionality, enabling emails to be associated with other documents based on their content. The system administrator sets the indexing criteria in advance, so emails are automatically indexed behind the scenes.

Additionally, the new Email Manager allows administrators to set up rules regarding which emails are stored and indexed. This enables the system to conserve storage space by rejecting spam and other messages of little or no importance. New features enable the administrator to set up whitelists and blacklists to authorize or reject all emails matching those on the list.

The new Email Manager is written in Java, allowing it to operate on any platform. A single installation of Email Manager can monitor multiple email addresses on multiple mail servers and apply unique indexing for each address. It works with POP3 and IMAP email servers and their secure versions.

Optical Image Technology, Inc.

[www.Processor.com/DocFinity2](http://www.Processor.com/DocFinity2)

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## Manufacturer Presentation

*Software - Database & Data Mining Advertisement*

### ProClarity Analytics 6 enhances SQL Server 2005

ProClarity Analytics 6, version 6.1, supercharges the Microsoft business intelligence (BI) platform, making it easier than ever for IT to create a successful BI solution, and simpler than ever for decision makers to use it.

#### An expanded analytics footprint

- *Simplifies the complexity of the UDM* Microsoft's new Unified Dimensional Model (UDM) provides enhanced functionality and powerful new capabilities. With these improvements comes complexity. ProClarity 6.1 simplifies the complexity by making it a much more intuitive process by leveraging hierarchy, attribute and measure relationships to create analytic views. Context filters help keep analysis focused on pertinent information, and ProClarity's highly visual charts and graphics help users instantly understand key performance indicators (KPIs).
- *Improves SQL Server's adaptability* ProClarity frees IT from being the sole group responsible for creating and maintaining KPIs. With ProClarity 6.1, any business user can do it.



- *Enables train-of-thought analysis* Instead of needing technical expertise or IT to perform data analysis, users can simply link from any spot on the dashboard into full-screen, guided ad hoc analysis.
- *Simplifies deployment and customization* Eliminating the need to install analytics software, ProClarity provides easy portal integration through URL addressability and completely thin, zero-footprint clients built on an open .NET architecture. All charts are optimized for Web deployments.

#### Expanded delivery options

- *Equips you to more easily produce printed reports* With ProClarity Publishing Server, it's simple for end users to create externally consumable publications that integrate ProClarity graphs, grids, and visualizations with commentary and dynamic text. The publications can be fully customized to fit corporate branding guidelines.
- *Cuts costs* Publication templates are reusable so you don't have to start from scratch each time you need the publication.
- *Links scorecards to analytics* By adding powerful charts, visualizations, and analysis tools, ProClarity takes your Microsoft scorecard initiative much further, with an easy-to-integrate, zero-footprint scorecard solution.

**For Evaluation Software:**  
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## Manufacturer Presentation

*Software - Imaging & Printing Advertisement*



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Optical Image Technology, Inc.

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## Manufacturer Presentation

*Software - Network & Systems Mgmt. Advertisement*

### Integrated Network Management Solution

AlterPoint and Entuity Join Forces

AlterPoint and Entuity are partnering on a product that will give customers integrated, real-time and historical insight into a network's configuration and performance. The integrated product helps enterprises solve problems at the cause rather than manually sifting through the symptoms provided by traditional fault and performance management systems. By combining AlterPoint's DeviceAuthority and Entuity's Eye of the Storm, companies and service providers can proactively monitor, manage, and enforce compliance, security, change, and inventory to maximize IT performance while reducing cost and risk.

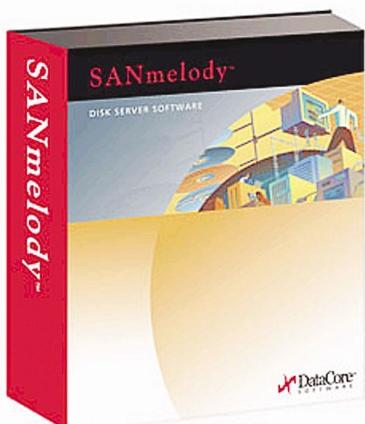
Entuity's EYE is a network management suite that provides network specialists, planners, application owners and business managers the actionable information needed to manage complex networks and routed environments. AlterPoint's DeviceAuthority provides a comprehensive solution for automating and managing configurations of routers, switches, firewalls, VPNs, wireless access points, and other network devices. The integrated AlterPoint/Entuity solution will provide:

- **Automated problem resolution** - As an intelligent NCCM solution, DeviceAuthority notifies EYE when a configuration change or a policy violation occurs.
- **Inventory synchronization** - This benefit reduces the effort required to manage multiple inventory sources by automatically seeding DeviceAuthority's inventory with EYE's device list.
- **Dynamic topology resolution** - EYE's automated, continual discovery of network topology and devices and their attributes provides a real-time, accurate, and detailed network inventory configuration management database (CMDB).

**For Complete Information, Visit:**  
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**Manufacturer Presentation**  
 Software - Storage Advertisement

**Powerful IP SAN Software at Affordable Prices**
*SANmelody™* pricing starts below \$1,000


**SANmelody™** software converts PC servers into cost-effective expansion disk servers. Their added capacity appears as additional internal drives to disk-starved servers on LANs or SANs. This simple solution eliminates the need to commission extra application servers when the existing systems have no more room to add disks. Advanced options include point-in-time snapshots, auto failover across redundant disk servers, auto provisioning of disk space and long-distance asynchronous replication over IP WANs. These functions are host-independent and operate without occupying resources on the application servers.

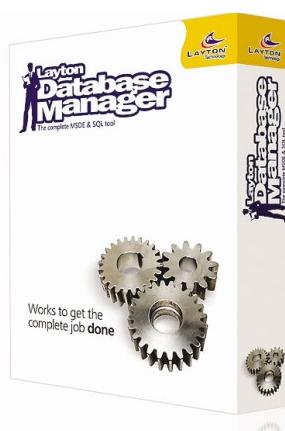
To enhance application security and availability, SANmelody-equipped disk servers can maintain up-to-date copies (mirror images) of critical data currently housed on internal disk drives.

**SANmelody** accelerates performance through built-in caching that minimizes delays from slower mechanical drives. The software equitably distributes the available disk space to multiple applications spread across several machines by carving out smaller logical disks from larger physical disks. Ethernet iSCSI host connections and Fibre Channel high-bandwidth ports are supported. Like other powerful Windows-based software, SANmelody runs on a wide choice of hardware platforms and disk drives. Windows, Linux, Unix, NetWare and MacOS applications may concurrently take advantage of the added gigabytes or terabytes of external disk space.

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**Manufacturer Presentation**  
 Software - Database & Data Mining Advertisement

**Layton Database Manager™**  
**It's all you need to manage your MSDE databases.**

**Priced From  
\$795**

Microsoft SQL Server Desktop Engine (MSDE) is a free, redistributable version of SQL Server. It provides the core SQL Server database engine that is used in thousands of applications worldwide. But when it comes to their management tool... there's something missing!

- Yes, MSDE is free – but it lacks any database management tools such as provided with SQL Server
- Yes, MSDE is ideal for many applications – but you'll have to write DOS-like commands to perform routine database chores.

The solution is Layton Database Manager™, an efficient administration tool designed to manage your MSDE databases with minimal effort. It provides an intuitive graphical interface to perform all your database functions. Layton Database Manager™ makes job scheduling, database backups and restores, creating and managing SQL scripts and designing data tables effortless.

**Why spend a fortune for SQL Server? Save thousands by creating a winning team: MSDE and Layton's Database Manager™.**


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**\$395**  
 for 10 users

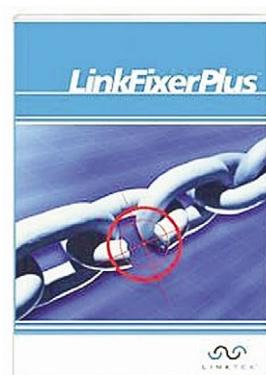

**Policy Patrol Email** for Exchange Server and Lotus Notes/Domino offers anti-spam, antivirus, keyword filtering, attachment blocking, compression, disclaimers, signatures and many more email management features. Policy Patrol includes a powerful rules wizard that allows you to create customized user-based rules by specifying conditions, exceptions and actions.


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**Defragmentation**  
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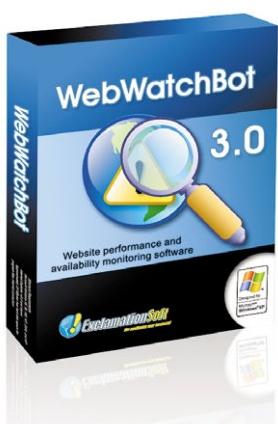

Disk fragmentation causes crashes, slowdowns, freeze-ups and even total system failures. Manual defragmentation just isn't practical—it takes too long. NEW Diskeeper 10 is the "Set It and Forget It"® high-speed defragmenter that runs undetectably in the background and makes the problems of fragmentation go away forever!


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LinkFixerPlus is the first app that automatically fixes links in batches of files when conducting a file or data migration due to: server upgrades or consolidations, server name changes, new storage servers, path name changes or folder reorganizations. LinkFixerPlus allows you to move or rename Microsoft® Word, Excel, PowerPoint®, Autodesk® AutoCAD®, Adobe® InDesign®, PageMaker® or HTML files, in batch, including the files they point to.


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Server Monitoring, Notification, and Analysis Software for Web Sites and IP Devices. Ensure availability and uptime through instant notification and alerts. Analyze historical data for trends and visualize current state with real-time charting and detailed reports.


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Automated Network Security Patch Management Tool for IT Professionals of any level: Service Pack Manager  
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**Management Suite**  
[www.Processor.com/MetaSolv](http://www.Processor.com/MetaSolv)

MetaSolv Inventory Management helps you accurately manage all the resources required to deliver communications services, allowing you to identify availability, location, and capacity of your network assets. MetaSolv Inventory Management enables you to keep your inventory "evergreen"—continually refreshed with near real-time visibility into any discrepancies between the actual network and the inventory database. In addition to helping you serve your customers better, this functionality also facilitates your compliance with financial reporting requirements like Sarbanes-Oxley.

- Manage and reduce physical network inventory costs
- Facilitate management of network inventory
- Manage customer and service inventory associations

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**Manufacturer Presentation**

Software - Network &amp; Systems Mgmt. Advertisement

**nLayers InSight™ 4.5****The industry's only hybrid passive/active discovery solution**

nLayers InSight is the easiest, most comprehensive solution for discovering, understanding and mapping the complex relationships between applications and technology infrastructure.

**Applications, services and servers in nLayers Application Behavioral Model**  
 nLayers is the only discovery vendor that offers instant, passive discovery for immediate, end-to-end real-time visibility and the flexibility to selectively "drill down" and compile more detailed configuration information on specific servers or services. As part of the discovery process, nLayers InSight builds a detailed, time-based Application Behavioral Model™ (ABM™) of how and when the components interact with each other, and the transactions processed in each interaction.

nLayers' unique agentless top-down auto-discovery process maintains a real-time, interactive "living" model of the entire application infrastructure at a fraction of the time and cost of manual methods or other intrusive discovery methods. Discovering entities at a rate of 500 per minute, nLayers InSight builds an interactive application map and behavior model in a few hours. The application behavior model is then continuously updated with interdependencies, configuration and usage changes, and all the information is maintained in an open, federated configuration management database (FCMDB).

Using the optional Active Discovery module, customers may selectively choose the key servers or services essential to their business (such as specific application or database servers of business critical processes), to gather detailed configuration item (CI) information using a combination of methods, including SNMP, SSH, Telnet and WMI.

nLayers InSight is different from other discovery solutions in that it continuously monitors application usage and demand, allowing organizations to dramatically reduce operational costs and accelerate today's highest-priority IT initiatives. nLayers InSight offers real-time visibility without installing software on any system or adding traffic to the network.

For More Information: Call: (408) 467-0800 Visit: [www.Processor.com/nLayers](http://www.Processor.com/nLayers)



**nLayers**  
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San Jose, CA 9529

**Manufacturer Presentation**

Software - Network &amp; Systems Mgmt. Advertisement

**NetQoS Enhances Network Performance Management Suite**

The NetQoS Performance Center provides global visibility, via a single Web console, into all three key metrics necessary to quantify network infrastructure performance: end-to-end response time, traffic flows and device performance. Its modules include SuperAgent for measuring application performance over the

network, ReporterAnalyzer for analyzing traffic flows, and NetVoyant for monitoring the infrastructure. The Performance Center's customizable, role-specific views help engineering, operations, and management staff do their jobs more effectively. The NetQoS Performance Center v1.1 now incorporates the full functionality of the NetVoyant® device performance monitoring product NetQoS acquired in April 2005 from RedPoint Network Systems. With the NetVoyant polling product, the Performance Center now provides SNMP-based performance metrics for managing network infrastructure, devices and services.

"Instead of cobbling together tools from different vendors and hoping they will work together to provide some actionable data, customers can get all their performance information integrated in one portal with the NetQoS Performance Center," says Joel Trammell, NetQoS CEO. "NetQoS products were built from day one to scale to the largest networks and provide the data needed to improve enterprise network performance rather than simply focusing on availability. The combined power of our products in the Performance Center provides a faster, more reliable way to improve the delivery of networked applications."

For More Information, Visit [www.Processor.com/NetQoS2](http://www.Processor.com/NetQoS2)



(877) 835-9575

**Manufacturer Presentation**

Software - Network &amp; Systems Mgmt. Advertisement

**Are your SAP Customers Really Satisfied?****It's difficult to provide quality SAP service.**

Are your customers demanding better SAP performance? Is the first indication you have a performance problem usually a customer complaint? If the answers to these questions are yes, you are not alone. SAP is a complex set of applications to manage often stretching beyond the capability of operations.

**Your Basis Administrator staff is overloaded.**

Because of SAP's complexity, your expensive Basis Administrator staff is worn thin with all the routine, repetitive and error prone manual tasks they have to perform. Every issue seems to require an SAP Administrator and there are not enough resources to deploy the new applications and technologies the business is demanding. There is too much work and not enough staff. There has to be a way to radically simplify how we manage SAP service.

**Let Horizon's Expert-in-a-Box™ manage your SAP performance.**

Horizon for SAP's Expert-in-a-Box will identify and analyze your SAP problems for you, even if your expert staff members are not available. It does this while the problem is occurring, not hours or even days later like the manual processes do. Let the Expert-in-a-Box help you provide the quality service your customers are demanding and free up your Basis Team to focus on other important tasks.

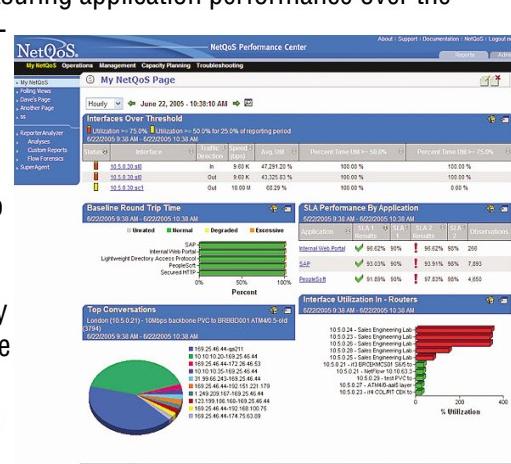


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Palo Alto, CA 94303  
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**Manufacturer Presentation**

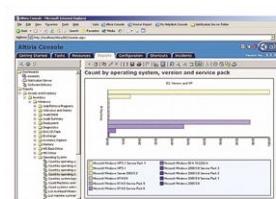
Software - Network &amp; Systems Mgmt. Advertisement

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**Altiris® Total Management Suite™ Delivers Comprehensive IT Lifecycle Management Value**

Helps reduce management consoles, costs and complexity



MSRP  
\$199.50 per node  
minimum of 200 nodes

Altiris® Total Management Suite™ is the industry's most comprehensive suite of IT lifecycle automation solutions designed to help IT organizations manage, secure and support all IT assets, promoting effective service delivery. With Total Management Suite you can reduce operational costs, increase operational efficiencies, set the foundation for future growth, and align IT with business priorities.

More than 70% of the cost of IT is consumed in the management of technology after it is purchased. Total Management Suite dramatically reduces the costs of owning, operating, securing and supporting desktops, notebooks, servers and handheld devices by automating management tasks throughout their lifecycles.

- Reduce service delivery costs while increasing service quality
- Gain visibility into and control over IT resources
- Automate manual processes
- Increase system security posture
- Standardize IT infrastructure
- Meet compliance demands
- Lower total cost of owning corporate IT assets

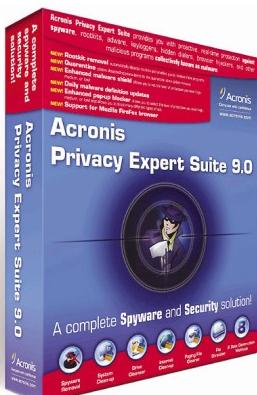
Total Management Suite helps reduce the cost and complexity of owning and managing your IT assets, and it helps you get there as painlessly as possible. The suite combines the best solutions Altiris has to offer into a single suite with a great price to match, helping you automate your IT lifecycle management processes, including client and mobile, server and infrastructure, service and asset, and security and compliance management.



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**Manufacturer Presentation**  
 Software - Security Advertisement

## Acronis Privacy Expert Suite Guards Against Spyware



Acronis Privacy Expert Suite provides you with proactive, real-time protection against malware; including spyware parasites, rootkits, adware, keyloggers, hidden dialers, browser hijackers, and other malicious programs. Our latest version, 9.0, adds key new features to ensure that your PC is not infected with malware:

**NEW!** Rootkit removal automatically detects rootkits and enables users to remove these programs

**NEW!** Quarantine places detected spyware items to the quarantine store before removal

**NEW!** Enhanced malware shield allows you to set the level of protection you need (high, medium, or low)

**NEW!** Daily malware definition updates

**NEW!** Enhanced pop-up blocker allows you to select the level of protection you need (high, medium, or low) and allows you to block many different types of ads

**NEW!** Internet cleanup utility supports Mozilla FireFox browser

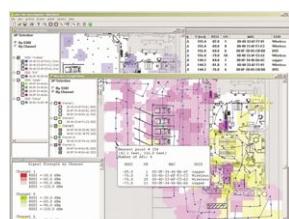
[www.Processor.com/Acronis7](http://www.Processor.com/Acronis7)



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## Wireless Management

[www.Processor.com/BVSystems17](http://www.Processor.com/BVSystems17)



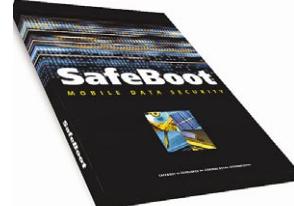
Hive™ is site survey mapping software that works with Berkeley's Yellowjacket® 802.11 (B, A or B/G) Wi-Fi receiver system and runs on an iPAQ® PocketPC®. This system is ideal for detecting and optimizing indoor/outdoor network coverage as well as wireless holes and security leaks all with no GPS reception needed. Hive™ features improved GUI, survey paths, screen snapshots, multiple studies/floorplans open simultaneously, auto-save & more.



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## Access Control

[www.Processor.com/SafeBoot](http://www.Processor.com/SafeBoot)



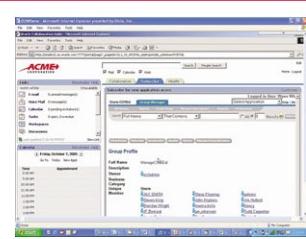
**SafeBoot**  
MOBILE DATA SECURITY

The SafeBoot® suite of mobile data security solutions protects data, devices & networks against company data leakage associated with loss, theft & unauthorized access. SafeBoot offers powerful encryption & strong access control technologies that scale in size, integrate with existing network infrastructure & are transparent to the end user. SafeBoot's centralized management capabilities provide enterprises with operational efficiency.

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## Access Control

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Access and identity are the means for administering users and their privileges and controlling their access to enterprise resources. Oracle Identity Management delivers access control and identity management through Oracle COREid Access and Identity, Oracle Application Server Single Sign-On and Oracle Delegated Administration Services.

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IDENTITY MANAGEMENT

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## Accounting & Logging

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**\$295**  
Starting Price



### Internet Monitoring Solution

ObsurferPro™ is a simple to use, cost effective, Internet Monitoring solution aimed at assisting Network Admins in the task of identifying and controlling use of valuable Internet facilities within working hours. ObsurferPro™ will monitor and record all Web sites visited and provide valuable feedback that will allow you to identify what the surfing practices of your employees really are.

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## Antispyware

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**webroot®**  
**Spy Sweeper™**  
Enterprise

The spyware threat is escalating in the corporate environment. Webroot Spy Sweeper Enterprise is an award-winning, comprehensive spyware solution for corporations that actively protects against all types of spyware, adware, Trojan horses, system monitors and other potentially unwanted programs. Please visit our Web page for additional information about our Internet privacy products.

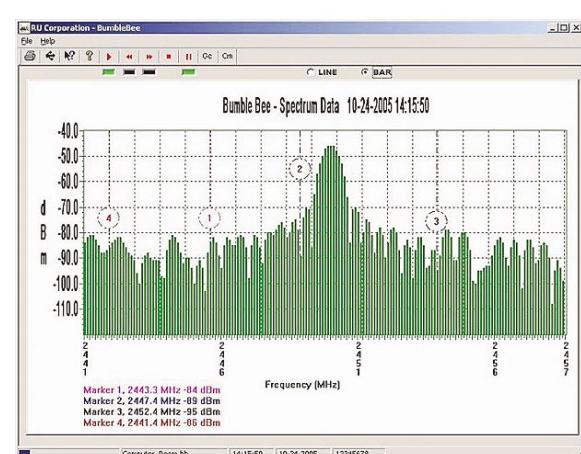
**webroot®**  
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 Software - Wireless Management Advertisement

## PC Playback Viewer For Spectrum Analysis Data

Berkeley has a new PC

Playback Viewer for spectrum analysis data captured on its handheld BumbleBee™. The Windows® software application can read and display RF data directly off the BumbleBee™ iPAQ via USB or from the iPAQ's removable SD or CF card slots via a card reader. The PC software operates much like a VCR with PLAY, FF, REW and PAUSE buttons and allows users to view MARKER points created during capture as well as create new MARKER points for PC viewing. BumbleBee™ PC viewer software is available now to all BumbleBee™ users for \$250.



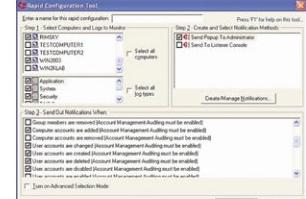
Visit [www.Processor.com/BVSystems21](http://www.Processor.com/BVSystems21) for more info!



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## Event Correlation

[www.Processor.com/Dorian](http://www.Processor.com/Dorian)



Event Alarm™, from Dorian Software Creations, is an easy-to-configure application that can alert network administrators the moment specific events happen throughout the network. Running behind the scenes as a Microsoft Windows® service, Event Alarm constantly watches over your machines' event logs and network's syslogs, immediately notifying you at the first sign of trouble.

**DORIAN**

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## Manufacturer Presentation

*Software - Network & Systems Mgmt. Advertisement*

### Wireless LAN Analyzer



**AirMagnet Laptop Analyzer 6.0** is the sixth generation of AirMagnet's popular, laptop-based WLAN security and troubleshooting software. The new Laptop Analyzer adds support for Intel® Centrino® technology, eliminating the need for users to buy a separate Wi-Fi card, and includes a remote visibility capability to share real-time network information with distant experts.

AirMagnet has also expanded its compliance reporting feature with a new compliance report to help users meet strict new regulatory requirements for wireless payment transactions. This automated compliance report supports PCI DSS, the Payment Card Industry's Data Security Standard – a set of 12 requirements created by VISA and MasterCard to ensure that cardholder information is kept secure throughout the credit card transaction process. Merchants or service providers who fail to comply with the standard face

financial penalties and may even have their acceptance privileges revoked. AirMagnet already delivers compliance reports for Sarbanes-Oxley (SOX), Health Insurance Portability and Accountability Act (HIPAA), Gramm-Leach-Bliley (GLBA) and the DOD8100.2 directive.

AirMagnet Laptop Analyzer 6.0 adds more than a dozen new features in all, including:

- Direct security alarm notification to email, cell phone and other end-user devices
- Device peer map for enhanced visualization of communicating wireless devices
- Greater monitoring range with external 802.11a/b/g antenna support via the Ubiquity Super Range Card and support for new cards covering Japan's 12 802.11a channels
- Enhanced decoding support for key Internet protocols such as FTP, SMTP, Telnet, HTTP and POP

Laptop Analyzer 6.0 is priced at \$3,495 in the U.S. and is available now.

To download a free 7-day trial version, visit  
<http://www.Processor.com/AirMagnet3>



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## Manufacturer Presentation

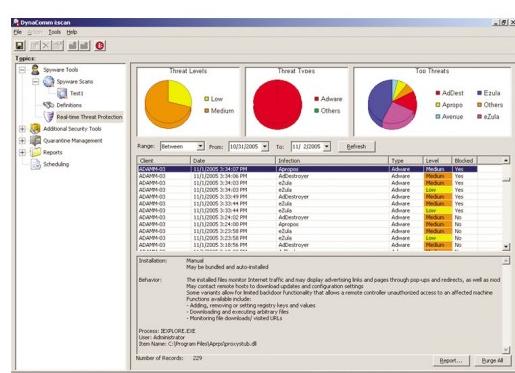
*Software - Security Advertisement*

### FutureSoft Enhances Endpoint Security Software Solution

**DynaComm i:scan** (enterprise antispyware software and endpoint security management) provides administrators with the ability to manage a range of endpoint security tasks from a single console, saving time, simplifying support, and improving security of desktop and mobile devices.

Version 6.0's Highlights:

- Removes and protects against spyware for both local and mobile users
- Locates and eliminates P2P (peer-to-peer) file-sharing applications
- Removes unauthorized IM (instant messaging clients)
- Identifies pornographic images that could be a source of harassment lawsuits
- Locks down desktop applications
- Manages USB devices
- Protects high-value corporate data assets with real-time monitoring



DynaComm i:scan is already in use in some of the world's largest companies and network infrastructures, and this new release extends the management, real-time reporting and mobile user protection to further enhance endpoint security for enterprise users.

*"Business administrators are facing a growing range of threats and are having to therefore deal with more and more security tools. DynaComm i:scan enables them to manage the full range of desktop and mobile user, content and endpoint security functions, from a single console."* Tim Farrell, Chairman and CEO of FutureSoft

Download An Evaluation Copy: [www.Processor.com/FutureSoft](http://www.Processor.com/FutureSoft)

**FutureSoft**  
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## Manufacturer Presentation

*Software - Security Advertisement*

### Streamlined HIPAA Compliance & Secure Application Access

*EpicTide & AEP Networks Join Forces On Solution*

In recent years, healthcare providers have streamlined processes by offering their partners secure access to sensitive applications. Now, healthcare providers want to streamline existing processes for HIPAA privacy audits involving those applications. AEP and EpicTide have addressed these needs by integrating AEP's remote access solution with EpicTide's auditing and log centralization solution. For the first time, healthcare organizations can create a comprehensive forensic audit trail across all of their applications and systems, including their VPN. The combined solution also enables organizations to produce analytics such as detailed trending on application access and security-related events.

**EpicTide** ([www.Processor.com/EpicTide](http://www.Processor.com/EpicTide)) is a leader in software solutions that help organizations increase their security responsiveness, automate compliance and reduce associated costs. **AEP Networks** ([www.Processor.com/AEP](http://www.Processor.com/AEP)), the specialist in network and application access security, delivers infrastructure security solutions that are easy to use and manage while offering exceptional value and mission-critical reliability. The company provides a full range of solutions, including identity-based application security gateways, highly secure VPNs, SSL VPNs and cryptographic key management products, to meet the most demanding requirements of public-sector and commercial customers around the world.

**For More Information, Call (866) 602-8433**



## Manufacturer Presentation

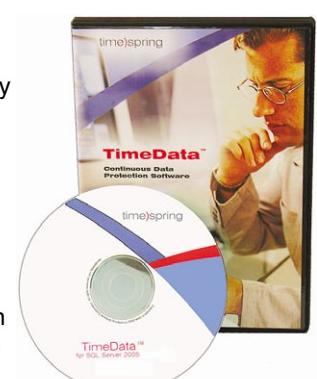
*Software - Storage Advertisement*

### Continuous Data Protection

Dropping transactions or losing data translates to lost orders, customers and critical management decisions. TimeData™ software ensures that you avoid these costly pitfalls by ensuring the reliability and integrity of your data, through complete, transparent protection of data from logical and physical corruption.

TimeData provides you with a moment-by-moment view of your data and transactions and allows you to quickly and simply recover from data loss or corruption by "turning back time" to a precise moment before the corruption or loss occurred with a painless point and click. You can meet Recovery Point Objectives that are measured in transaction time, not hours or days.

Improve your productivity by analyzing, reporting and testing offline using real data from any moment in time, without impacting ongoing operations or your production applications. Testing applications, patches, and upgrades using real data is also a great way to minimize planned as well as unplanned downtime.



TimeData makes it possible to avoid costly downtime and leverage your data assets by automatically capturing all changes to data in real time and maintaining an efficient repository of "time-dimensioned" data. Viewing and retrieving data from the TimeData repository is simple and fast, so your Recovery Time Objectives can be minutes, not hours.

TimeData simplifies operations and makes IT more cost-effective and efficient by taking away the drudgery, complexity, and uncertainty associated with traditional data protection. It integrates seamlessly into your standard server, storage, and network environments and leverages existing tape backup infrastructure for long-term and offsite archival.

TimeData ensures business continuity by making up-to-date and historical data readily available at a remote site over standard wide area networks.

**Download this free white paper:**  
*Protecting Transaction Data: What Every IT Pro Should Know*  
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**time)spring**

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**Manufacturer Presentation**

Software - Network &amp; Systems Mgmt. Advertisement

**Breakthrough Technology:  
Maximum System Performance – Automatically**

It's a known fact fragmentation cuts directly across the integrity of your systems causing crashes, slowdowns, freeze-ups and even total system failures.

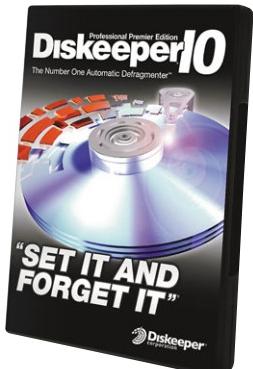
NEW Diskeeper 10 provides new adaptive technology designed to wring every last drop of performance out of every computer on your network.

No more complaints from users waiting 50 seconds opening a Word document, 45 seconds saving a file or 70 seconds searching for one.

With Diskeeper's advanced automatic "Set It and Forget It"® technology, peak performance is maintained – automatically!

**Diskeeper 10  
"Set It and Forget It" Features**

- NEW! I-FAAST™ (Intelligent File Access Acceleration Sequencing Technology), breakthrough disk performance calibration technology that boosts access speeds for the most commonly accessed files.
- NEW! Terabyte Volume Engine™ defrags large volumes, SANs, RAIDs and NAS, quickly and thoroughly.
- NEW! Core enhancements provide faster, more thorough defragmentation



- NEW! Enhanced I/O Smart™ intelligently provides transparent defragmentation ensuring uninterrupted system operation.

- EXCLUSIVE! "Set It and Forget It" scheduling includes SmartScheduling™ for fully customized and automatic defragmentation based on individual usage patterns.

- NEW! Enhanced user interface provides easy configuration and scheduling as well as reports on disk health, real-time performance and fragmentation statistics.

- NEW! Native 64-bit operating systems support.

Every system on your network needs Diskeeper, The Number One Automatic Defragmenter with over 17 million licenses sold!

Volume licensing and Government/Education discounts are available from your favorite reseller or call

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**Manufacturer Presentation**  
Software - Messaging & Groupware Advertisement**Contact Synchronization  
For Desktops,  
Laptops & Mobile Devices**

**Advantage International's Add2Outlook for Contacts™ is a synchronization solution perfectly suited for end users.**

The program works as an Outlook client-side add-in, providing users with two-way replication of contact folder entries and four-way synchronization of edits and deletions.

**For Desktops**

Add2Outlook for Contacts synchronizes between three types of folders: public, private and PST. For Outlook users connected to the LAN, Add2Outlook for Contacts will create a system of auto-synchronized private and public rolodexes for more efficient contact management at the workplace. Add2Outlook provides individuals, team/group members and even entire departments the opportunity to access accurate contact information. By synchronizing contact folders, users and managers can prevent accidental or malicious deletion of valuable leads or client contact information.

**For Laptops & Mobile Devices**

For mobility, Add2Outlook for Contacts lets users view their private and public contact folders on their handhelds and other mobile devices. When installed, the user first establishes a public-to-private folder relationship. By doing so, any new contact entry made in the public folder, which is usually a company-wide address list, will automatically replicate down to the user's private folder or mailbox, ready to be synchronized to Outlook on the user's Blackberry, Treo, iPAQ, Pocket PC, etc.



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[www.Processor.com/Advantage6](http://www.Processor.com/Advantage6)

**Manufacturer Presentation**

Software - Application Development Advertisement

**AdventNet Provides Free Edition of  
Industry-Leading Web NMS framework for  
Development of EMS / NMS Applications**

Web NMS Express Edition is a free-for-development version of the industry-leading EMS/NMS framework. Technical support and runtime deployment licenses can be purchased when required. The Express Edition supports FCPS functionality and comes bundled with the Struts-based Web client. The Struts framework enables quicker development and deployment of Element/ Network Management Applications (EMS/NMS). With this initiative, AdventNet has made its Web NMS technology more economical for EMS/NMS development.

Over 350 development teams across the globe have evaluated and selected AdventNet Web NMS as the basis for their custom OEM software development for Element / Network Management Applications (EMS/NMS). With worldwide adoption of Web NMS in the OEM and service provider space, the new Express Edition will serve clients looking for a quicker development of an SNMP/ CLI - based management solution with FCPS functionalities.

*"The Express Edition helps customers reduce their upfront development cost and only pay when they deploy their applications, unless they require technical support during the development phase. This is a good option for customers considering in-house development," said Prabhu R., Product Manager for Web NMS, AdventNet.*

AdventNet provides affordable software in the areas of network applications and database tools. With a broad product portfolio and an active customer base including enterprises, equipment vendors and service providers, AdventNet has emerged as a very affordable and high-quality alternative to expensive software that is common in the industry. AdventNet is headquartered in Pleasanton, CA with offices in NJ, NH, India, UK, China and Japan. It has a well-trained partner base around the globe and thousands of customers worldwide.

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Software - Messaging & Groupware Advertisement**If you think we  
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print, you'll love  
our  
Web site!**

The Processor.com Web site provides the most up-to-date information on computer equipment for sale.

**Search** for equipment by entering the part number or the make, model, or description for a quick search. Or click a manufacturer name and browse the list of products.

**Post** your own computer equipment **For-Sale Listing**.

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**Policy Compliance**  
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**CREDANT® Mobile Guardian (CMG) Enterprise Edition**  
This award-winning, scalable mobile security and management software platform enables organizations to easily secure and manage disparate mobile and wireless devices from a single management console. With CMG, companies can cost-effectively support a mobile workforce and improve employee productivity while guarding against the financial loss, legal liability, regulatory compliance issues and/or significant brand damage associated with the loss or theft of mobile data.

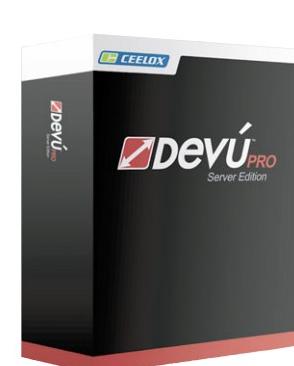
CREDANT Technologies is the market leader in providing software enabling organizations to control security enterprise-wide for mobile and wireless users. CREDANT makes it safe for organizations to use notebooks, tablets, PDAs and smartphones to increase employee productivity.



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**Backup Application**  
[www.Processor.com/Ceelox](http://www.Processor.com/Ceelox)

Devu Pro Server Edition provides a unique combination of data security, data privacy capabilities and biometrics in one, while maintaining business continuity. From the small startup to the largest corporate environment, Devu Pro Server Edition provides everyone from the desktop user to the systems administrator peace of mind, knowing all important and pertinent information is being synchronized and secured while the user works at the desktop.



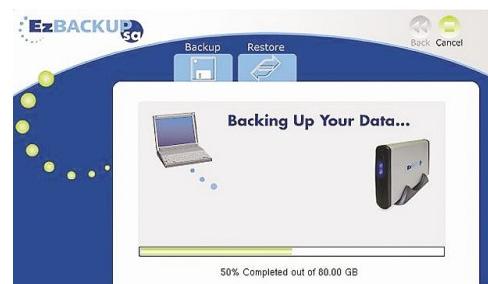
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**Manufacturer Presentation**  
*Software - Storage Advertisement*

## Data Protection Software

Based on DPS' increasingly popular EzBackup™ solution, the company has developed and now offers its EzBackup software to end users seeking simple, cost-effective and robust solutions that enable users to boot directly from the backup drive and restore in a single step. This truly unique software solution now enables Windows® users to make any hard disk drive a backup device and grants them the ability to instantly restore their entire system's hard drive, a directory, file type or a specific file. DPS also offers EzBackup™, enabling users to simply back up and recover files to any hard disk without creating a mirror-image copy of the system.



As part of its development, Data Protection Solutions continues to advance its strategic approach to continuous data protection by strengthening, simplifying and delivering backup solutions that take features found in the enterprise, such as bare metal recovery (BMR) and delivering them economically for use with edge-of-the-network devices such as PCs, laptops, workstations and departmental servers. Users can now enjoy simple, more reliable and lower cost disk-to-disk technologies with one-step restore capabilities.

For a FREE 45 day trial to learn how EzBackup can end your backup woes,  
Visit [www.Processor.com/DataProtection2](http://www.Processor.com/DataProtection2)



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**Manufacturer Presentation**  
*Software - Security Advertisement*

## 10Gbps Network Anomaly Detection

StealthWatch Xe for sFlow®

StealthWatch Xe for sFlow analyzes sFlow records to extend internal security without deploying costly sensors or inline devices throughout enterprise networks, thereby dramatically reducing cost and complexity of deployment and significantly increasing scalability.

Enterprises with switches and routers that support sFlow as a standard feature can simply "turn on" sFlow and direct it toward the StealthWatch Xe appliance, which baselines network traffic to detect and prevent network anomalies. Through its patent-pending Custom Response™ feature, a remediation script capability that commands routers and switches to block malicious traffic at the network edge, the StealthWatch System extends flexible mitigation across the enterprise to enable "Infrastructure IPS" to provide unprecedented levels for controlling network behavior. The resulting combination of rich visualization and advanced behavioral detection functionality in the StealthWatch System enables organizations to more quickly defeat zero-day attacks, worms, policy violations, network misuse and other anomalies.

Overcoming obstacles, such as physical proximity requirements and limited span ports, staff or budget, StealthWatch System 5.1 delivers the following key benefits for enterprises:

- Continuous, cost-effective network monitoring & coverage with sFlow data
- Contextual security awareness and network visibility across the enterprise
- Effective mitigation via "Infrastructure IPS," which leverages existing network infrastructure
- Scalable to 10+ Gbps networks to provide unprecedented protection
- Mixed deployment for greatest flexibility and breadth of coverage

[www.Processor.com/Lancope2](http://www.Processor.com/Lancope2)

**Lancope**

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**Manufacturer Presentation**  
*Software - Security Advertisement*

## Ecutel Systems Launches New Endpoint Automated Security Initiative (EASI)

EASI (Endpoint Automated Security Initiative) allows Network Administrators to establish, manage and enforce policies for endpoint security, access control and device management to ensure that mobile computing devices are protected and that network access policies are carried out prior to granting a user access to the corporate network. EASI helps establish security policies and then interrogates the mobile device to enforce compliance to those policies before allowing the device to connect to the enterprise infrastructure. EASI goes beyond simply testing devices for policy compliance by providing an ability to automatically take actions to remediate non-conforming devices, bringing them into policy adherence in real time. This enforces network security at the point of access and enables users to safely attach to their resources and remain securely connected and productive.

"Some access control and endpoint security policy products can detect potential threats but will generally only quarantine a user's vulnerable device so it can not access the network. This approach denies the mobile worker access to their critical information resources," explained Tom Matthews, CEO, Ecutele. "EASI goes beyond policy enforcement by providing an ability to automatically take actions to remediate devices bringing them into policy compliance in real time, thus enabling users to attach to their resources and remain securely connected and productive."

EASI features include:

- Endpoint Security Policy Management and Enforcement
- Network Access Control Policy Enforcement
- Automatic Remediation
- Remote Software Updates and Patch Management
- Device Management and Troubleshooting

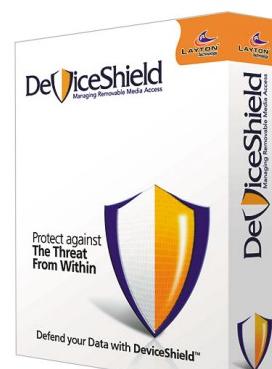
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**Manufacturer Presentation**  
*Software - Security Advertisement*
**Manufacturer Presentation**  
*Software - Security Advertisement*

## Control Access to ALL Removable Media Devices and Protect the Integrity of your Network



Priced From  
**\$495**

No other software makes managing Removable Media Devices as quick and easy!

You probably have extensive network security measures to protect your organization from external threats but your biggest security risk may be sitting down the hall! Innocently or maliciously, employees and visitors at any workstation can use removable media devices to transfer vast quantities of data quickly and without your knowledge.

USB drives, CDs, digital cameras and MP3 devices are great productivity tools. However, left uncontrolled, these removable media devices make every workstation (and even your entire network) vulnerable to:

- Allowing massive amounts of sensitive data and intellectual property to be removed without company knowledge
- Uploading viruses, spyware and any undesirable or hostile software
- Installing unauthorized software

**DeviceShield™ protects against the Threat from Within.**



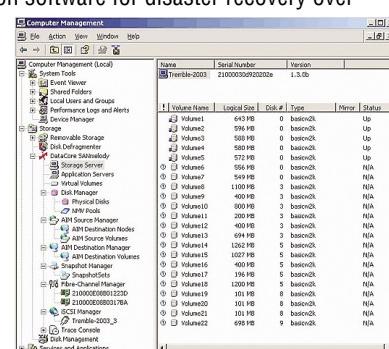
Phone (866) 529-8664  
[www.Processor.com/Layton4](http://www.Processor.com/Layton4)

**Manufacturer Presentation**  
*Software - Storage Advertisement*

## Disaster Recovery & Storage Pool Mirroring

Affordable Solutions For SANs & Multiterabyte Storage Sites

DataCore Software offers a new class of affordable, remote site disaster recovery (DR) and storage pool mirroring solutions. These DR solutions are designed to protect terabyte-sized storage pools serving multiple application servers (e.g. Windows, Netware, VMware, Linux, Solaris, AIX, Unix, etc.) over LAN, SAN or WAN networks. The DR package prices start at \$7,998, which includes software to manage two separately located SANmelody disk servers, each capable of supporting terabyte storage pools, plus a choice of disaster recovery software—either asynchronous LAN/WAN-based replication software for disaster recovery over great distances or simple and fast synchronous LAN or SAN failover mirroring software for storage pools supporting systems stretched across buildings, campuses or cross-town distances. These packages usher in a new product class delivering the highest-end data protection capabilities at a price point comparable to low-end single system replicators. Users get all the software they need to manage and support terabyte-sized storage pools at two different sites in a single package, plus breakthrough pricing, faster performance and true enterprise-class disaster recovery and business continuity functionality.



DataCore lets small to midsized businesses enjoy all the benefits of higher-end data-center-class disaster recovery solutions at a fraction of the cost. With these new solutions, DataCore fills the large gap and meets the need that exists between low-end system replicators (e.g. NSI DoubleTake) that cost thousands and high-end enterprise class storage array and SAN-based disaster recovery systems (e.g. IBM), which are typically proprietary, complex and cost many tens of thousands of dollars. The DataCore DR solutions create a new pricing standard—priced comparable to low-end replicators, but delivering the full functionality inherent to high-end solutions.

The DataCore DR packages provide a compelling disk backup and recovery alternative to traditional system replicators and tape backup systems. DataCore protects storage pools serving multiple platforms or a mix of Windows, NetWare, VMware, Novell, Mac OS, Solaris, and Linux systems. Systems administrators do not have to juggle products that only deal with one of these platforms or be forced to add agents to each application server just to mirror data between sites. Many environments today are also caught in the middle: They need a faster and better solution than trying to recover from tape but can't afford the high cost of remote site disk mirroring.

[www.Processor.com/DataCore3](http://www.Processor.com/DataCore3)



(954) 377-6000

**Manufacturer Presentation**  
*Software - Business Productivity Advertisement*

## Asset Management Software

NetSupport DNA (Dynamic Network Administration) facilitates central management of your enterprise PCs in a secure, coordinated and efficient manner. Combining powerful Hardware and Software Inventory with Software Distribution, Application and Internet Metering, Web-based Helpdesk, PC Remote Control and more, NetSupport DNA ensures compliance with corporate configuration standards while simultaneously reducing the Total Cost of Ownership (TCO).

IT assets account for the largest proportion of the overall IT spend, therefore, ensuring they are properly managed and maintained becomes one of the highest-priority corporate goals for any organization where TCO (Total Cost of Ownership) is high on the agenda.

Without a comprehensive management program in place, IT assets can cost far more than necessary through waste and redundancy (direct costs) and overly complex management and maintenance (indirect costs). By implementing an effective IT asset management program, companies can view every asset in their enterprise, allowing them to control and manage IT assets, eliminate waste and redundancy, and comply with ever-tightening government compliance regulations.

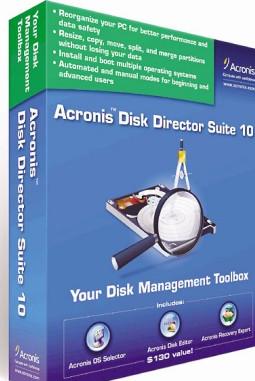
For more information on how NetSupport DNA can help manage your organization's assets, visit [www.Processor.com/NetSupport3](http://www.Processor.com/NetSupport3).



Phone: (888) 665-0808  
[www.Processor.com/NetSupport3](http://www.Processor.com/NetSupport3)

**Manufacturer Presentation**  
*Software - Storage Advertisement*

## Powerful Partition & Hard Disk Management Utility



You've come to rely on your servers for providing mission-critical applications for your customers, employees, and partners to conduct business. Because these resources need to be available 24 x 7, you need reliable management tools that provide better data protection, minimize server downtime and allow you to perform needed maintenance ensuring maximum server performance.

Acronis Disk Director Server 10.0 provides you with powerful partition and hard disk management utilities to ensure your servers are running efficiently. The product builds upon the award-winning technologies from Acronis to manage partitions and edit hard disk drives.

### Key Features:

- Command-line interface — create scripts for application tasks
- Partition management — split, merge, resize, copy, move and delete partitions within Windows
- Data destruction — wipe out all data from a deleted partition and from unallocated space
- Hard disk editor — perform advanced editing, such as restoring boot records and hexadecimal editing
- Application log — View all actions performed using the application
- Data recovery — restore damaged partitions

[www.Processor.com/Acronis5](http://www.Processor.com/Acronis5)



Phone  
(877) 669-9749

**Manufacturer Presentation**  
*Software - Patch Management Advertisement*

## Security Patch Management Solution Incorporates Windows Firewall Management

**FACT #1:** Microsoft releases security patches at alarming rate.

**FACT #2:** According to the FBI and Gartner Group, about 90% of all security breaches occur as a direct result of exploiting known security vulnerabilities that were not patched (Code Red, SQL Slammer, NIMDA, Blaster, and Sasser).

**FACT #3:** Deploying patches manually is complex and time-consuming and most of the time is not viable.

**FACT #4:** Security breaches lead to devastating results that affect your business and are very costly in lost data, productivity, and revenue loss.

**THE SOLUTION:** Automated Network Security Patch Management Tool for IT Professionals of any level: Service Pack Manager.

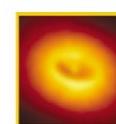
- Patch vulnerabilities in WinNT/2000/XP/2003, IIS, SQL, Exchange, ISA, Microsoft Office, IE, and other Microsoft products
- Patch Research and Automated Inventory Update
- On-demand and Automated Network Scanning
- On-demand and Scheduled Patch Installation



Gravity Storm Software's Service Pack Manager (SPM) has been a security patch-management mainstay on Windows networks since Windows NT. New release of Service Pack Manager, v7.1, includes distributed patch management and a useful new Windows Firewall-management feature. At startup, SPM enumerates the workstations and servers on your network and scans the devices for patches and service-pack status. Then you can select a network computer and have SPM produce a detailed list of the patches and service packs that are appropriate for that computer and identify whether they've been downloaded and installed. You can install SPM 7.1 as either a master console or a secondary console. Master console operators can test, approve, and publish patches on intranet Web servers, whereas secondary console operators are limited to deploying approved patches. Security Patch Management part of SPM is compatible with NT SP4 and later.

SPM 7.1's useful new Windows Firewall manager uses rich but intuitive GUI to control Windows Firewall on the enterprise network. Windows XP Service Pack 2 and Windows 2003 Server SP1 include personal firewall as part of the OS. Service Pack Manager provides significant convenience, visibility, and enhanced reporting and manageability vs. the use of the command-line tools Microsoft provides and doesn't require Active Directory (AD) or Group Policy (GP). It allows setting firewall policies on hundreds and thousands of network machines in minutes. Simply select the systems you want to manage from SPM's top-level network-tree view then click the firewall icon. You can examine and set the firewall policies then apply them to selected machines or groups of machines on your network.

You can download a fully functional 2-week trial version from:  
[www.Processor.com/GravityStorm](http://www.Processor.com/GravityStorm)



Gravity Storm Software  
A SecurityBastion Company

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San Diego, CA 92130  
Phone: (858) 792-0162  
Fax: (866) 450-7931

## Manufacturer Presentation

*Software - Security Advertisement*

### Oracle COREid Access and Identity

#### Identity Administration

Oracle COREid Identity provides the user and group management, delegated administration, password management and self-service functions necessary to manage large user populations in complex, real-world environments.

- **User, Group, and Organization Management:** Dynamically create groups based on user attributes.

- **Delegated Administration:** Unlimited ability to delegate user administration to managers and partners.

- **Unified Workflow:** Industry-leading workflow to manage user lifecycles

- **User Self-service and Password Management:** Reduce help desk calls via password reset and user self-service.

#### Access Management

Oracle COREid Access provides policy-based access control and single sign-on to web applications, Enterprise Java Beans (EJB), and J2EE resources. It supports all leading authentication technologies and authorization methods.

- **Web Single Sign-On:** Secure access to multiple applications with one password and user ID.

- **Flexible Authentication Methods:**

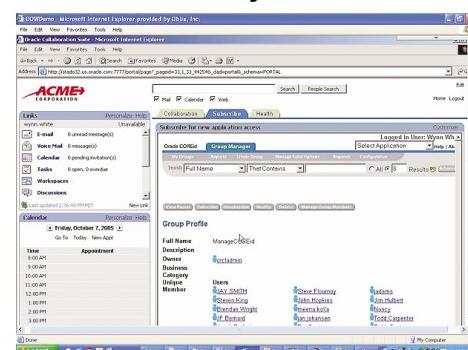
Oracle COREid supports all popular methods including browser forms, digital certificates, and smart cards.

- **Centralized Policy-Based Authorization:**

Centralized policy administration and enforcement reduce cost and operational complexity for IT administrators.

#### Integration with existing eBusiness infrastructures

Oracle COREid provides pre-built agents to protect, access, and manage all leading



third-party Web servers, Application servers, Portal servers, LDAP directories, email systems, and relational databases. Oracle COREid Access and Identity also provides seamless integration with Oracle Fusion Applications: Oracle eBusiness Suite, PeopleSoft, JD Edwards and Retek.

#### Compliance Reporting

To demonstrate regulatory compliance, corporate auditors often require comprehensive reporting across all security and identity operations. To ease this task, Oracle provides unified and centralized audit reporting for all COREid components, Web applications, and Web Services

- **Centralized Auditing and Logging:** All operations are stored and correlated in a secure database for reporting and analysis.

- **Pre-Built Identity and Security Reports:**

Includes a dozen out-of-the-box reports.

- **Global User and Resource Access Reports:**

See all resources a user can access, and all users who can access a resource.

For More Information:  
[www.Processor.com/Oracle](http://www.Processor.com/Oracle)

500 Oracle Parkway  
Redwood City, CA 94065  
Phone: (650) 506-7000  
Fax: (714) 444-8400

**ORACLE**  
IDENTITY MANAGEMENT

#### Integration with existing eBusiness infrastructures

Oracle COREid provides pre-built agents to protect, access, and manage all leading

**ORACLE**  
IDENTITY MANAGEMENT

## Manufacturer Presentation

*Software - Security Advertisement*

### Beta Systems' Identity Management Suite

Now Includes Enterprise Single Sign-On Component

Passwords seem like a great way to secure your applications. But most users have to log in to several password-protected applications and Web sites every day, and they often have trouble. In fact, Gartner says about one-third of all calls to Help Desks concern passwords, and that is expensive. Forrester Research and other research organizations agree that it costs at least \$38 to reset a single password. And all those calls cause enormous wear and tear on your overworked support staff. A solution is needed to save time, money and frustration all around and get your passwords working for you again. You need a comprehensive Single Sign-On solution that can scale up to thousands of workstations and still work transparently when your users are on the road. You need a true SSO solution that will pay for itself within a year.

The Single Sign-On solution of Beta Systems, SAM eSSO, is a proven technology that's easy to use, simple to integrate and cost-effective to manage. It's a flexible, platform-independent building block that can integrate smoothly with virtually any environment with a minimal of configuration and maintenance. SAM eSSO meets all the key requirements of today's organizations, including:

- Quick integration of the vast majority of existing applications - Windows, Web and legacy - through powerful agents and XML parameter files. Scripting to handle exceptional cases is available in the language of your choice.
- A highly available architecture based on multiple servers that provides fail-safe operations scalable up to hundreds of thousands of users.
- The lowest Total Cost of Ownership achieved through leveraging your existing resources and adopting a cost-effective Windows/Intel server platform.
- A flexible authentication scheme that preserves your investment in existing technologies and supports your choice of any future technologies.
- Transparent operations that require no learning curve, no training and no disruption to the normal working routine for your users.

For More Information, Visit [www.Processor.com/Beta](http://www.Processor.com/Beta)

**-beta**systems

Phone (301) 486-4600

## Manufacturer Presentation

*End Nodes - Server Advertisement*

### Fusion A8™ 8-Way AMD® Opteron™ Rackmount Server

#### Limited-Time Offer \$42,195(US)

as described below, plus applicable taxes. Dual-Core CPU configurations available but not included in special configuration. Call Western Scientific for more details.

#### Description

The FusionA8™ 8-Way AMD® Opteron™ -powered server delivers high processing capabilities to the high-performance computing market. The FusionA8™ is built around the advanced 64-bit Dual-Core Opteron™ 800 Series processor technology from AMD® and features 4 GbE ports and support for a maximum of 64GB memory. 4 PCI-X 64/133MHz and IPMI 1.5 make the FusionA8 server a powerful solution for any HPC processor technology.



#### Features

- 1-8 Dual-Core AMD® Opteron™ 800 Series CPUs
- 128GB of DDR333 or 400 memory
- 32 memory slots (4 per CPU)
- 2 fixed 3.5" drives
- Up to 10 hotswap SATA or SCSI drives
- Optional SATA or SCSI internal RAID controller
- (4) x 10/100/1000 onboard Gigabit ports
- (4) 64-bit 133/100/66 PCI-X slots
- N + 1 power supplies
- Front-to back cooling
- Optional IPMI system management
- DVD + floppy
- USB, serial, VGA ports
- Supports 32- and 64-bit Linux and Windows OS

#### CUSTOM CONFIGURATIONS AVAILABLE

For More Information: [www.Processor.com/Western](http://www.Processor.com/Western)

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## Manufacturer Presentation

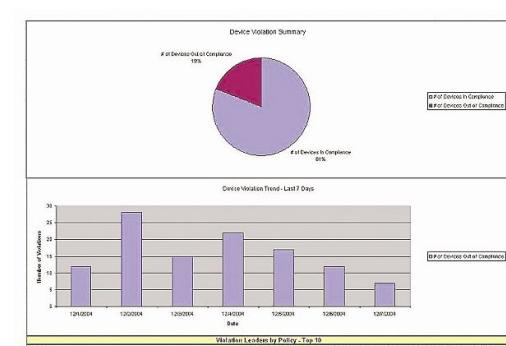
*Software - Network & Systems Mgmt. Advertisement*

### Network Security & Compliance Software

AlterPoint Expands DeviceAuthority 4.0

#### Version 4.0 Delivers Enhanced, Enterprise-Class Compliance and Security Capabilities for Network Management

Most large companies have difficulty meeting the demands of security and compliance at the network level in a cost-effective manner. The effort to truly understand the details about every device installed, along with the different operating systems and change data, is a tremendous challenge. DeviceAuthority 4.0 eliminates the need for companies to tie up their precious network engineering and operations personnel to do this tedious, but critical work.



Policy Summary Report

AlterPoint's customers, in industries such as financial, healthcare, government and technology, rely on some of the most complex networks in the world and they understand the impact that better network visibility and management has on their ability to reduce security threats, increase reporting capabilities, and meet auditing requirements. The expanded policy engine in version 4.0 enforces best practices and enables continuous compliance by making it easy to create rules for devices and groups, and then validating, in real time, every change made against the associated policies.

"Our DeviceAuthority 4.0 enhancements were developed in direct response to enterprise customers' requests to address the growing concern for network security and compliance with regulations like Sarbanes-Oxley, HIPAA and NSA security guidelines," says Jeffrey Ait, AlterPoint president and CEO. "In order to meet the stringent internal and external security and compliance requirements, DeviceAuthority now provides the most powerful capabilities to meet and enforce mandates, such as separation of duties between auditors and administrators, tracking every user action along with 'reason codes' for complete accountability, and masking sensitive information down to the configuration element."

**AlterPoint**™

For Complete Information, Visit:  
[www.Processor.com/AlterPoint](http://www.Processor.com/AlterPoint)  
(888) 228-3422

## Backup Utility

[www.Processor.com/TimeSpring](http://www.Processor.com/TimeSpring)



TimeSpring's CDP (continuous data protection) software eliminates the data protection gap of traditional backup systems and lets SQL Server users recover from data loss, corruption, and other issues in a short amount of time.

**Download this free white paper:**

*Protecting Transaction Data: What Every IT Pro Knows*  
[www.Processor.com/TimeSpring](http://www.Processor.com/TimeSpring)

time)spring

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## Data Center Cleaning

[www.Processor.com/PremierSolutions](http://www.Processor.com/PremierSolutions)



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- Raised floor cleaning
  - Hardware cleaning
  - Sub-floor cleaning and inspection
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  - PC cleaning: monitor/keyboard
  - Server cleaning
- Benefits:**
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  - 18 years of industry experience



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## Network & Systems Mgmt.

[www.Processor.com/Compulinx](http://www.Processor.com/Compulinx)

As data networks have evolved, so has their relative complexity and support costs. Our ManageNow Next Generation Managed Solutions over IP provides benefits that small, midsize and growing businesses demand most: unlimited support, rapid response times, coverage and compatibility.

- Managed Solutions include network operations management, administration & support; data protection - BC/DR; security countermeasures; and email/web site hosting
- Reduces overall IT support costs by 25 - 70%
- Provides unlimited and all-inclusive support daily
- Unlimited onsite Hardware Break-Fix Maintenance
- Web-based Help Portal for expedited end-user service requests

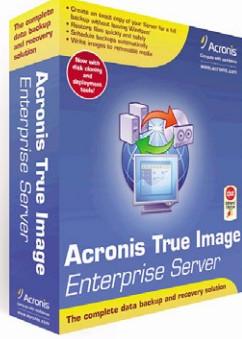


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## Processor.com

## Backup Utility

[www.Processor.com/Acronis3](http://www.Processor.com/Acronis3)



**Acronis True Image 8.0 Enterprise Server - Real-time server disk backup, server disk imaging, and bare-metal restoration for Windows servers**

True Image allows you to create the exact server disk image for complete server backup providing organizations with the most comprehensive, reliable, and cost effective server protection.

[www.Processor.com/Acronis3](http://www.Processor.com/Acronis3)



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## IP Telephony/VoIP

[www.Processor.com/ApparentNetworks](http://www.Processor.com/ApparentNetworks)

**Are you deploying VoIP on a converged network?**  
 According to Gartner you'll likely fail.

- 85% of existing networks are not ready for VoIP
- Without a pre-deployment assessment probability of failure is greater than 50%

### Introducing AppareNet Voice:

Apparent Network goes beyond measuring your network's ability to handle VoIP and produces detailed information about network impairment locations and type -- even on networks you don't own. Detailed diagnostic information is included to assist field engineers and technicians so they may quickly remediate network impairments. Apparent Network assures successful VoIP services before, during and after VoIP is deployed.

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## Hosting/DR Site

## Hosting/DR Site

[www.Processor.com/Rackspace](http://www.Processor.com/Rackspace)

### Colocation Services

Switch and Data's colocation facilities feature customizable space and power to accommodate your unique requirements. Rigorous standards - such as redundant UPS power and generator backup, robust temperature and humidity controls, and fire protection - are built into the infrastructure of every facility. We safeguard your systems against physical and virtual intrusions or tampering, with comprehensive security measures that range from 24x7 monitoring and secure access to locking cabinets and cages.

Our commitment to quality is augmented by our experienced and knowledgeable technical support staff that understands your business & is dedicated to your success.



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- Unlimited onsite Hardware Break-Fix Maintenance
- Web-based Help Portal for expedited end-user service requests



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## Access Control

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The CRT Group provides its clients with services at every step of an **Identity Management implementation**. From the project's inception, to identification of an implementation strategy, to the actual technical and management implementation of the project – CRT has the brightest minds in the industry at work. With a proven implementation philosophy, CRT's consultants have successfully launched and implemented a number of Identity Management projects.

### Its services include:

- Writing an Identity Management Implementation Strategy
- Data Cleansing/Consolidation
- Data Synchronization
- Password/Access Management
- User Provisioning



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## Manufacturer Presentation

*Services - Security Advertisement*



### V.I.P.

Vulnerability, Integrity, and Performance

#### NO CAPITAL EXPENDITURES!

We install the appliance, we maintain it and will provide you reports monthly, quarterly or annually.

Government agencies, school districts, small-medium-large enterprises can cut IT costs and improve network security, with extra monitoring capabilities. The **V.I.P.** appliance can monitor networks without the expensive overhead of adding several appliances -- no need to increase IT personnel to monitor multiple software solutions.

#### ONE APPLIANCE = MULTIPLE SOLUTIONS!



### DATANODE

Creating World Class Networks

## Managed Security Services

[www.Processor.com/NetWolves](http://www.Processor.com/NetWolves)

**NetWolves' network continuity and security services reduce the time and resources an enterprise requires to deploy and maintain a secure data network.**

Unlike other network security products on the market that can be difficult to install and configure, NetWolves offers a comprehensive all-in-one solution with a common Web-based interface that bridges the gap between protection and ease-of-use. Depending on your company's particular network security policies, you may decide to implement some or all of the security services offered by NetWolves. All services are fully compatible, so you can decide to upgrade at any time to take advantage of additional features. NetWolves' security services are managed and monitored by our patent-pending SRM2 remote system, which assures maximum network protection.



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## Training

[www.Processor.com/DreamCatchers](http://www.Processor.com/DreamCatchers)



Dream Catchers, Inc. offers a suite of ITIL courses designed to provide the student with the highest quality training material and instruction available today. Our training is designed to enable implementation of ITIL with extensive use of case studies and expert student critiques. Our courses have been developed by a team of ITSM practitioners with years of hands-on operational experience.



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## Network Security Monitoring from Datanode

The inexpensive way to "see inside a network"

**V.I.P.** is an excellent product for any business. From a single Web-based appliance it allows you "to see inside your network" (WAN or LAN) and help prevent network crashes. This view provides information on network performance and security while providing the documentation to support government compliance (GLB, HIPAA and Sarbanes-Oxley).

With **V.I.P.** there is no capital expenditure, it costs less than the interest on a "mirrored system," and you obtain the ongoing support from Datanode, LLC. Datanode will install it, maintain it (unless client chooses otherwise) and will provide a choice of monthly, quarterly or annual reports.

What this means to you is that regardless of the size of your business, **V.I.P.** can save you money, time and improve your network security. From a single console you can view, manage and respond to unknown or known threats.

**V.I.P.** is the premier "network security monitoring" product on the market. It is an inexpensive way to "see inside a network", to monitor it for security and overall performance. It can even monitor the entry door to your computer room, offices, temperature controls and many electrical devices with alert priorities set for each device or contact.

In the past the "IT culture" has focused on disaster recovery. **V.I.P.** redirects that focus to disaster prevention.

The Yankee Group (quoted in *Processor*, June 17, 2005 – Volume 27, Number 24) says, "by the end of 2005 - 60% of enterprises will outsource the monitoring of at least one network boundary security technology" and "that 'out-source' market will grow by more than 25% through 2005, with continued strong growth over next five years." This market growth is fueled by growing demands for security solutions, cost control measures and government mandates (HIPAA, GLB, Sarbanes-Oxley).

Call today and talk to your **V.I.P.** representative at 1.800.876.4275 ext. 105

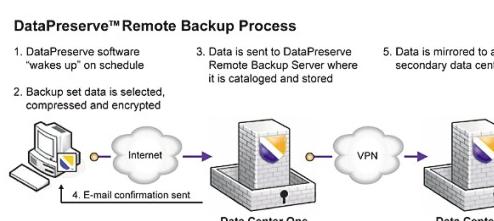
You can view an example of Datanode's **V.I.P.** at [www.Processor.com/Datanode](http://www.Processor.com/Datanode)

**Included are these 15 applications with one single V.I.P. appliance:**

- Email spam filtering and virus detection (controls wasteful and unwanted spam)
- Bandwidth utilization monitoring (helps with speed control of network)
- Internet usage (ability to obtain reporting for Internet usage, identifies employees using the Internet and how long it is used – helps eliminate wasted employee time and improves productivity)
- Server and Router utilization monitoring (measures memory usage and disk space usage)
- Network Vulnerability Test (documents software vulnerabilities and resolutions)
- Intrusion detection (tells you if someone is trying to attack the network and where)
- Firewall monitoring and reporting (strengthens defense of network)
- Provides an inventory of network equipment noting open ports and software usage (helps detect and track user problems)
- Is a HIPAA, GLB, Sarbanes-Oxley compliance tool (support and documentation for government compliance)
- VIP automatically updates its database to keep current with software vulnerabilities and software patches (ensures you are testing against most current vulnerabilities)
  - Computer room(s) temperature monitoring with alert priorities (notifies you before your servers overheat)
  - Electrical monitoring can be made available (informs you of spikes and electrical issues)
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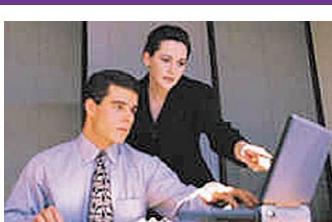
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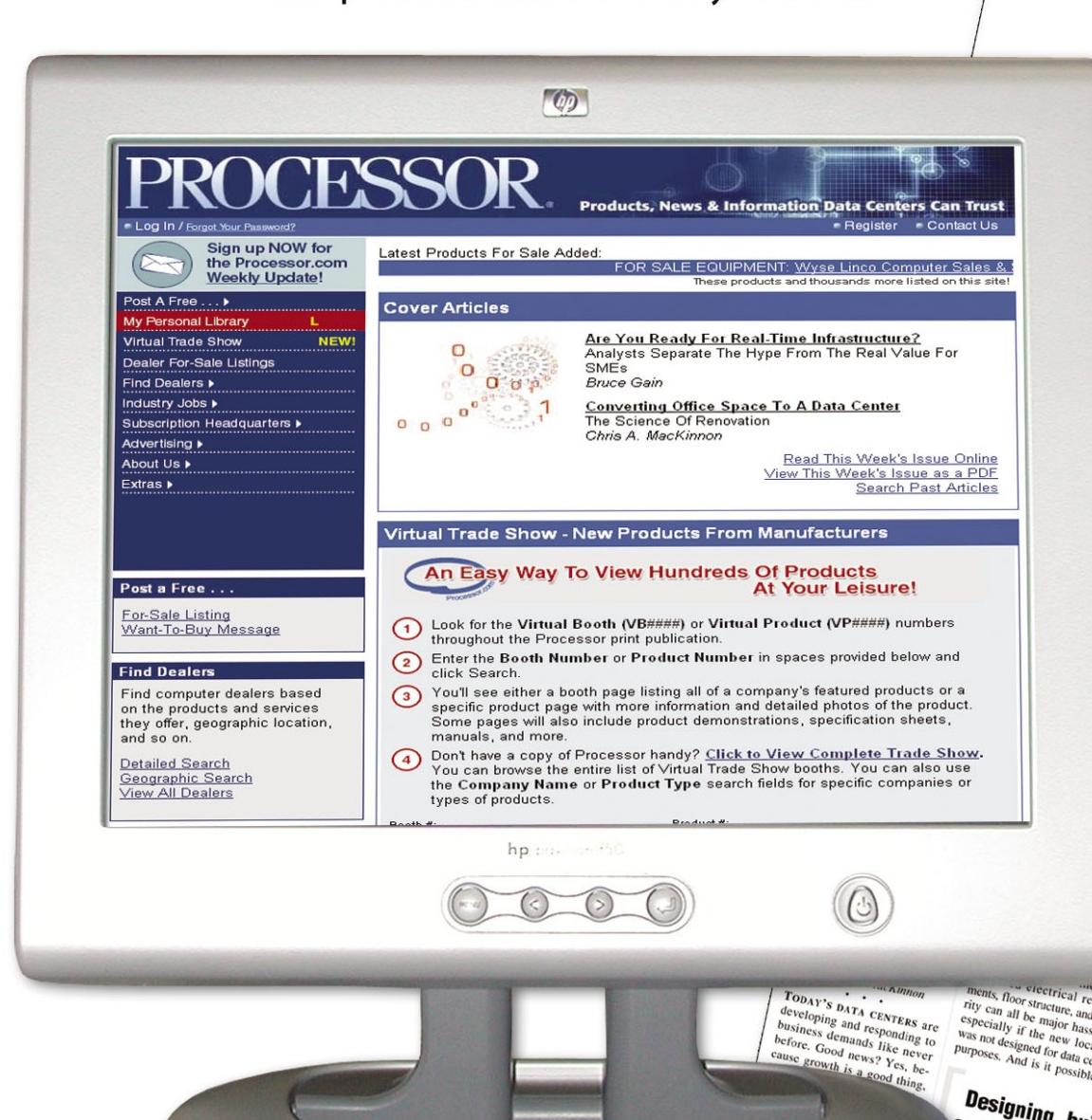
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